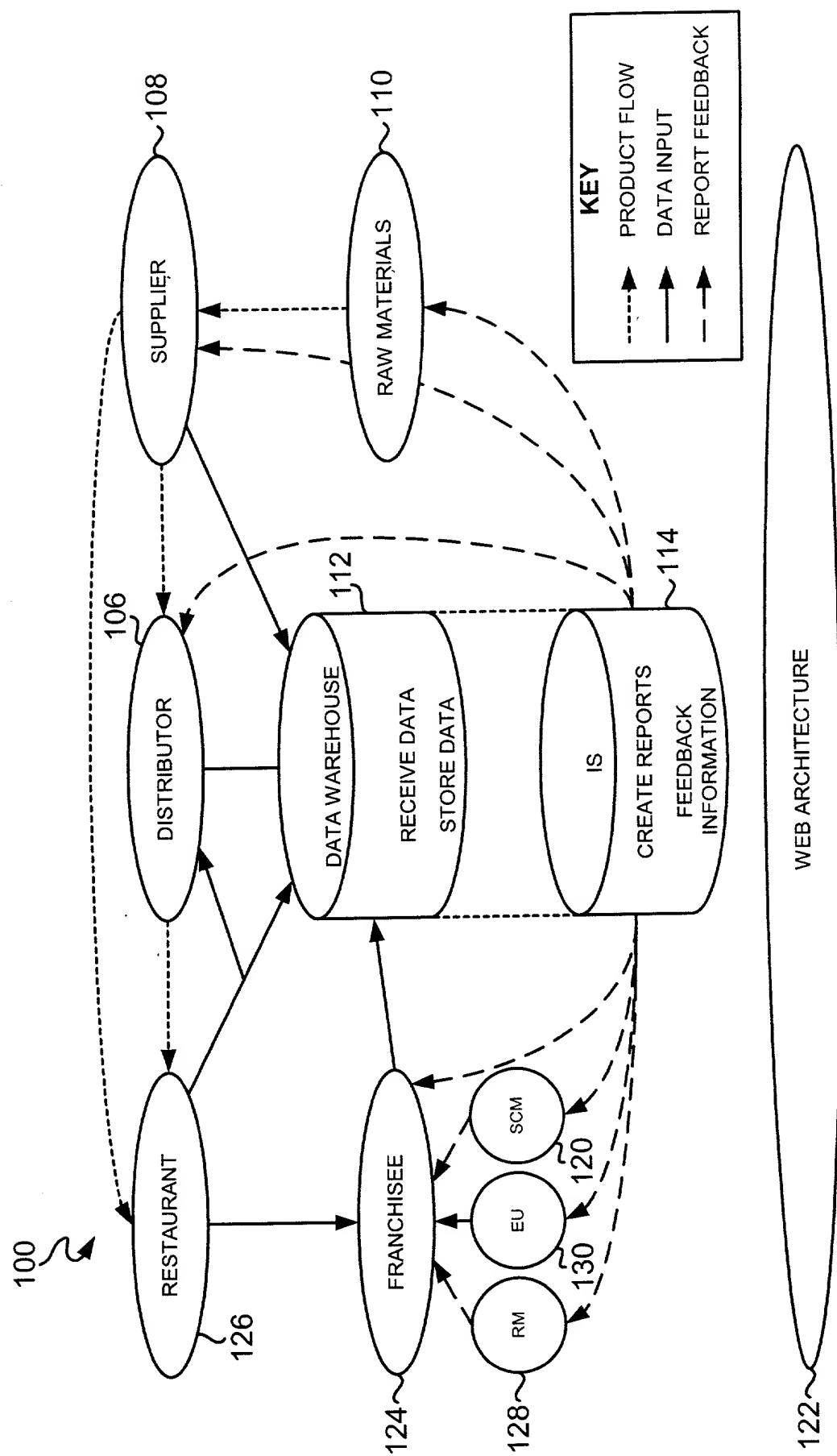
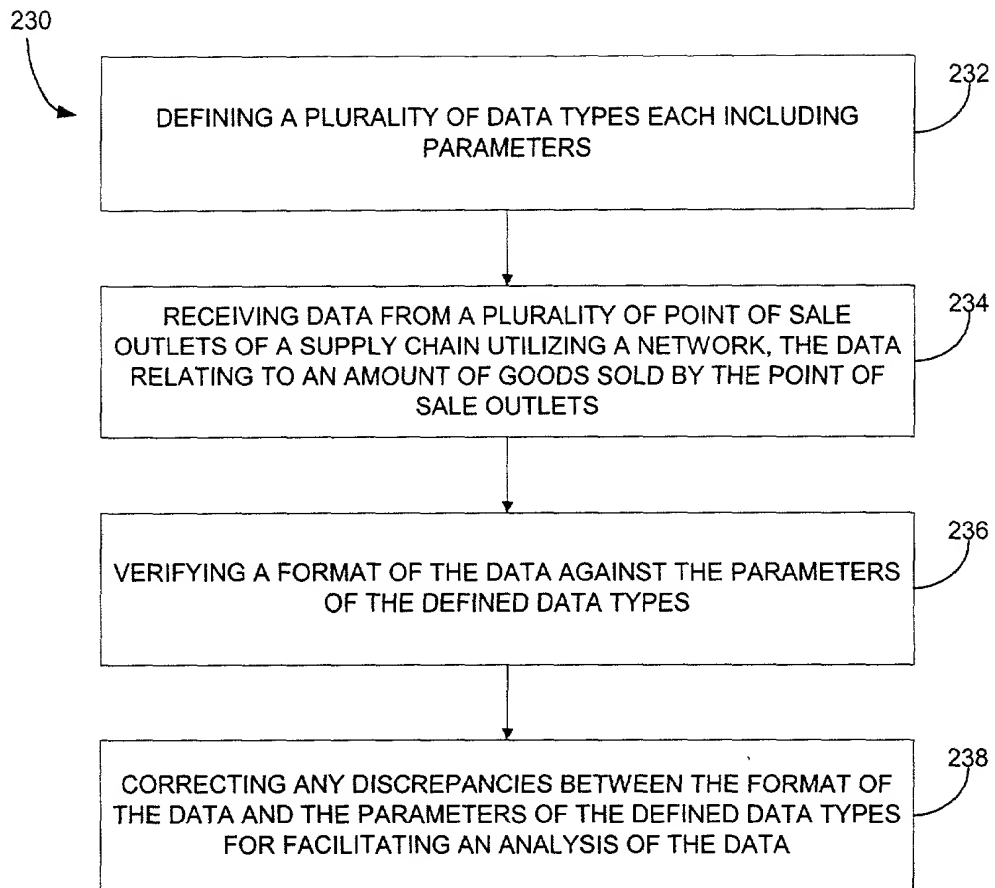


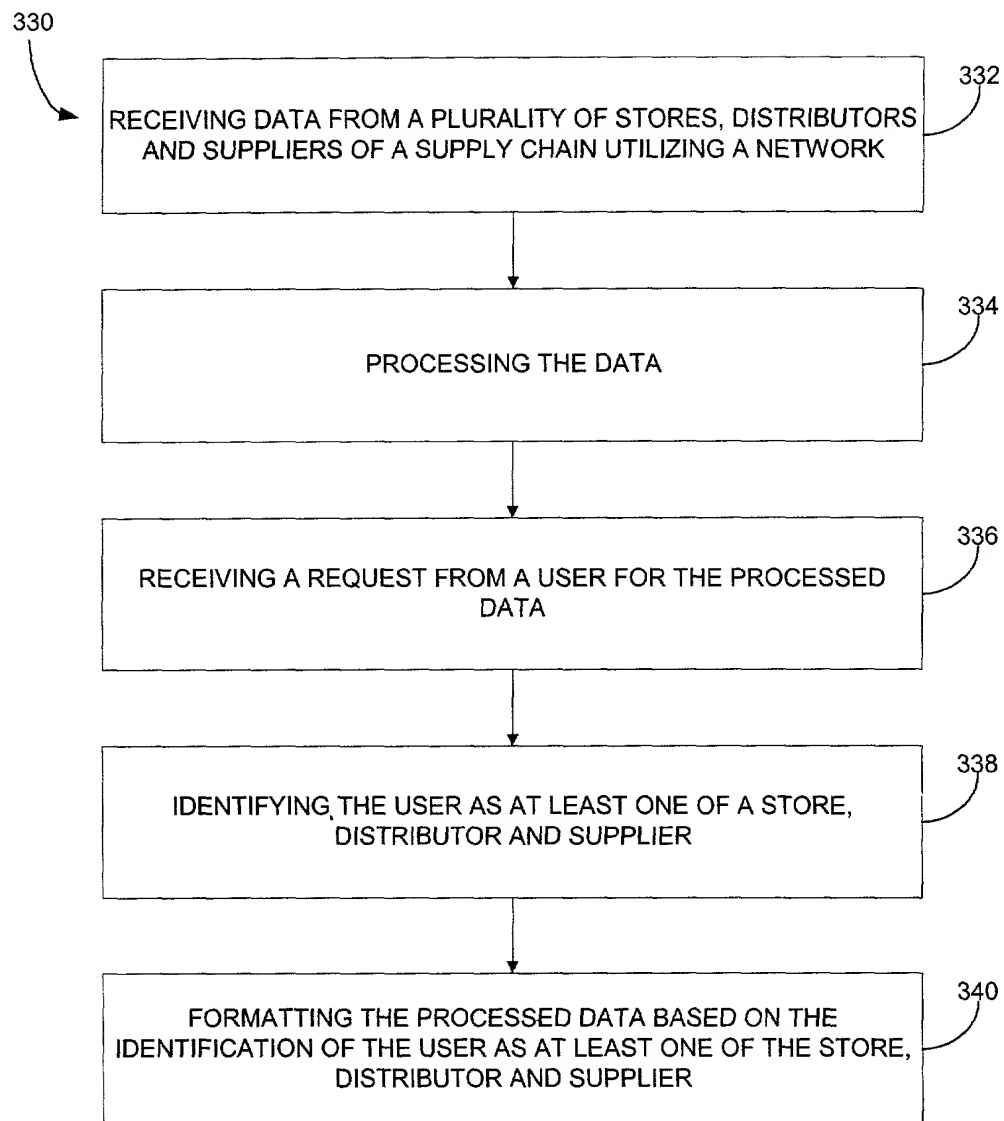
**FIG. 1A**



**FIG. 1B**



**FIG. 2**



**FIG. 3**



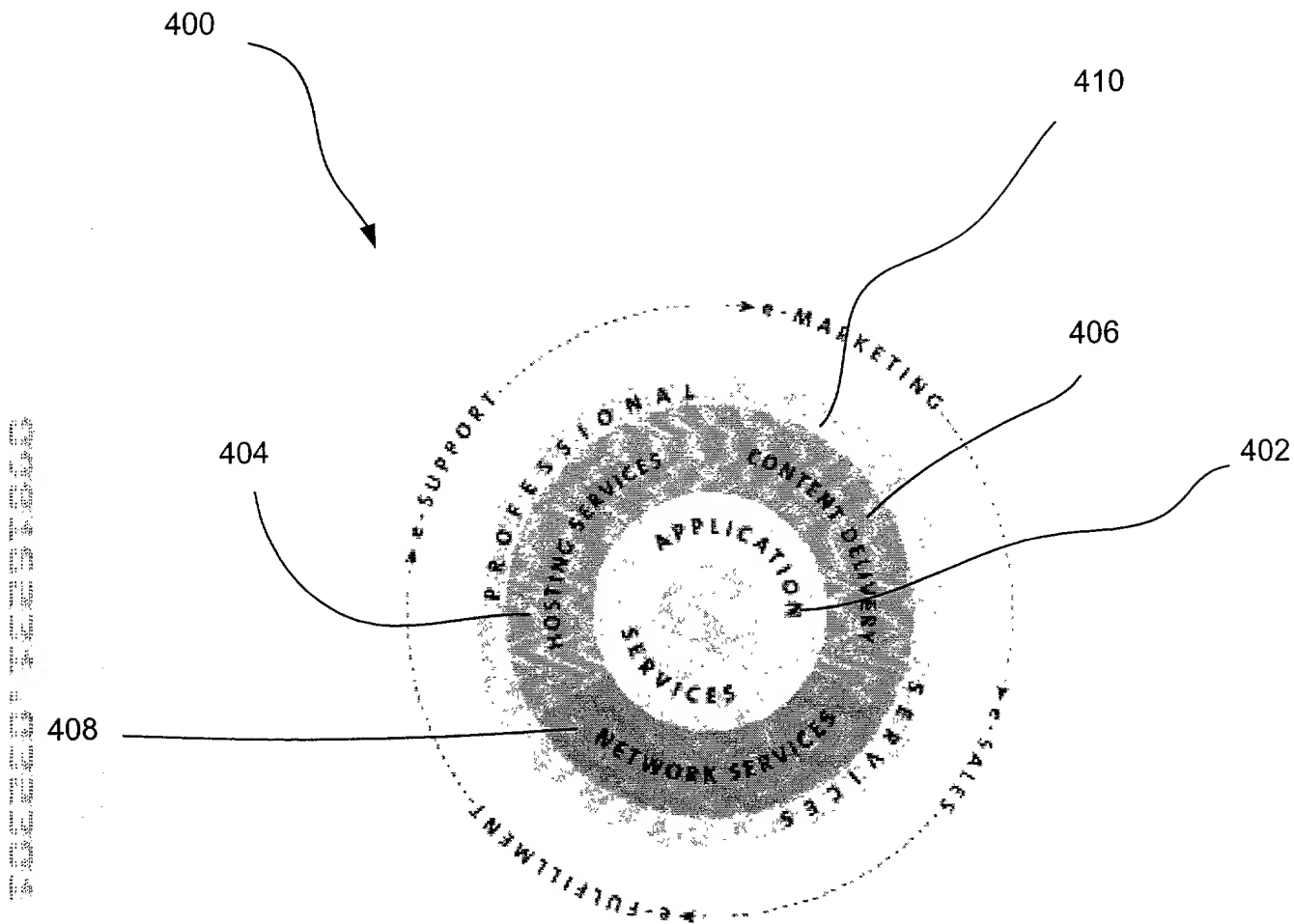
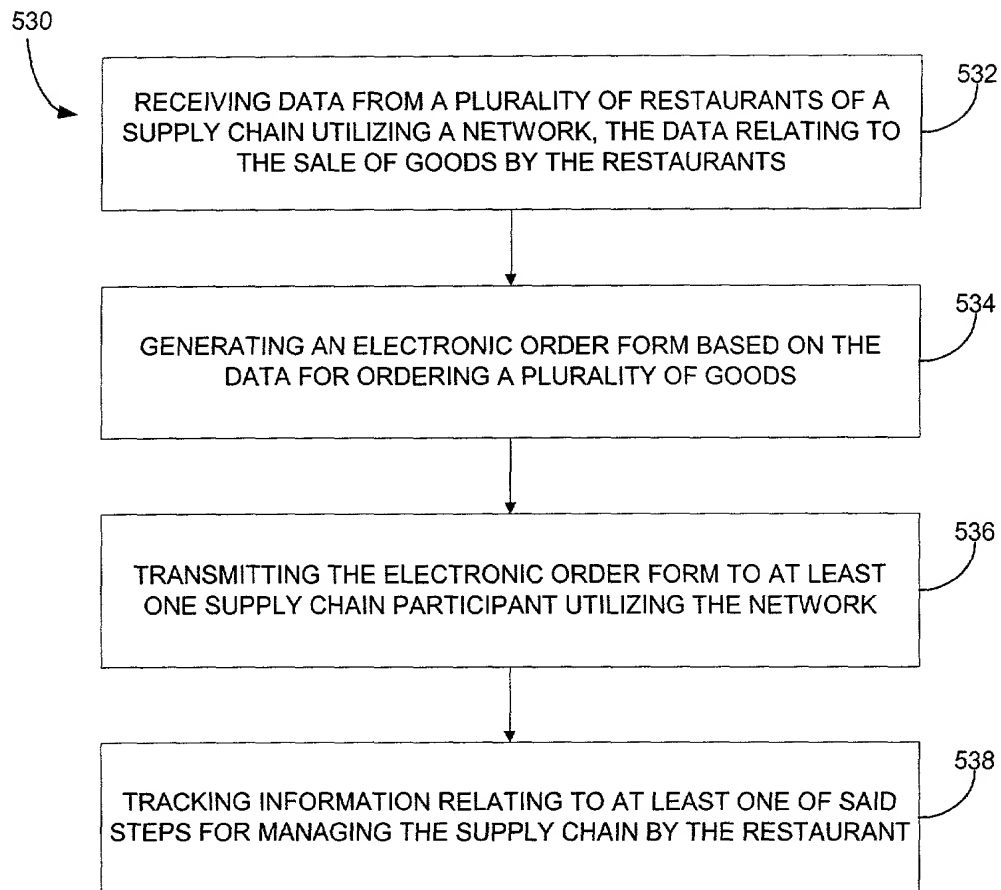
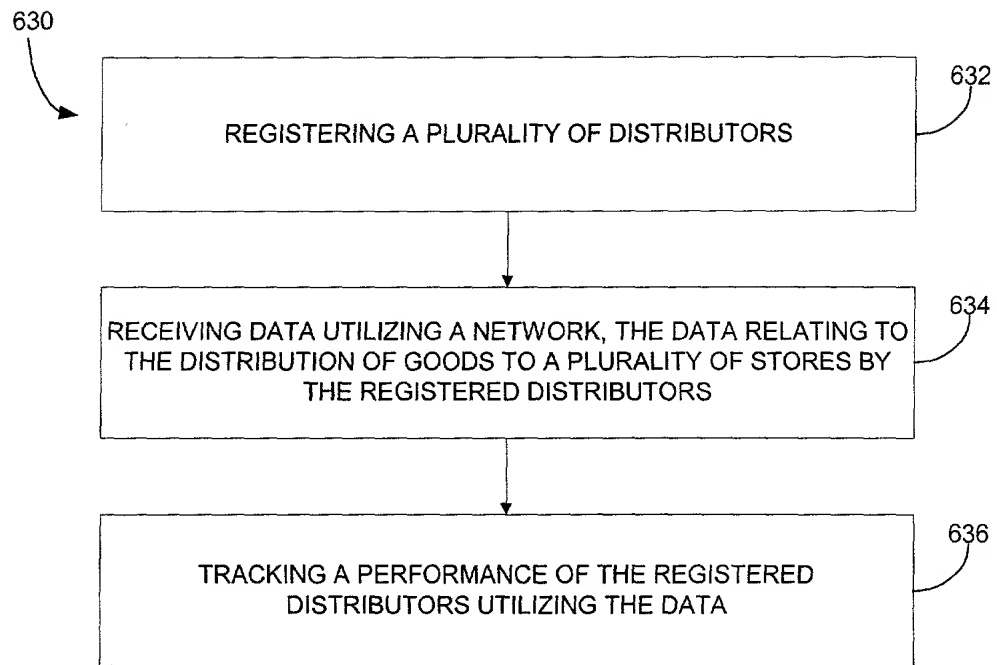


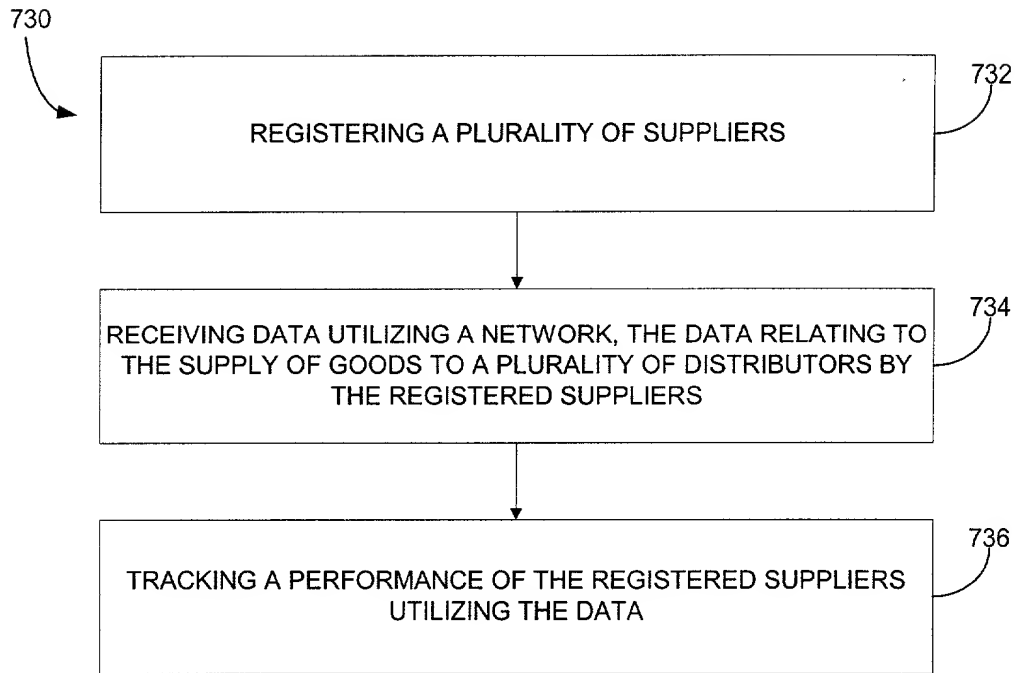
Fig. 4



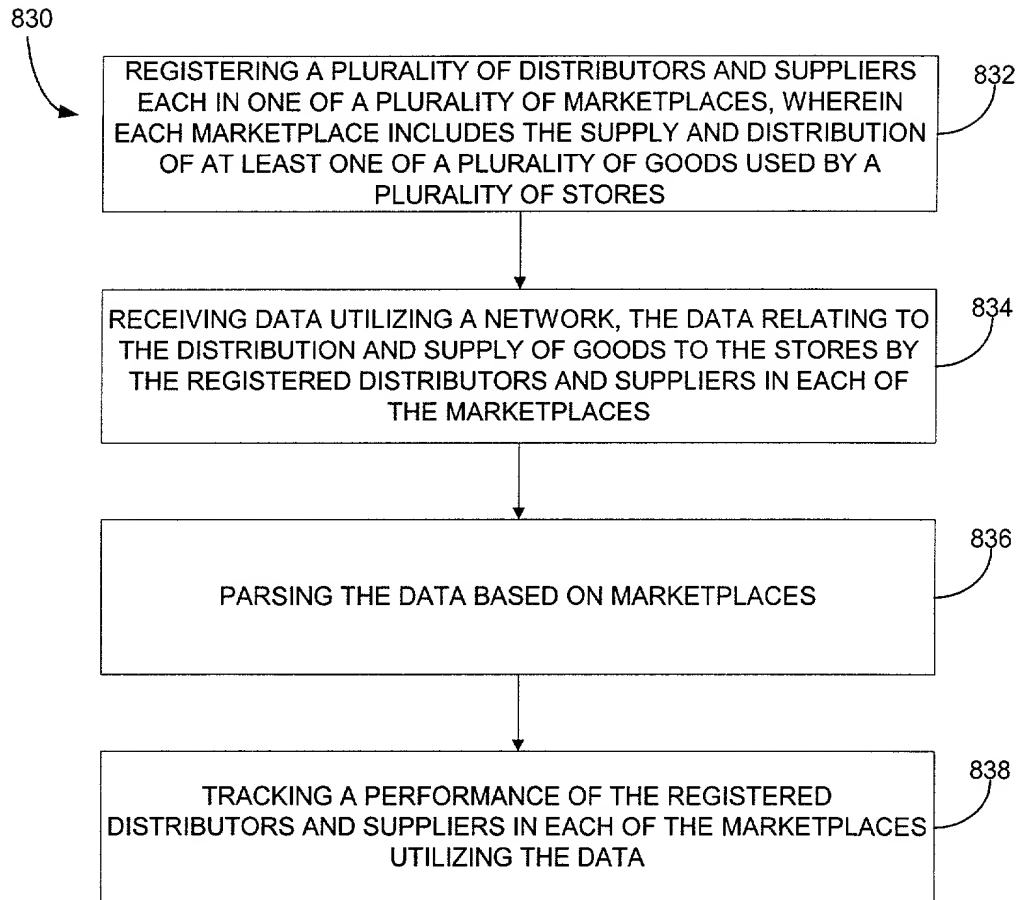
**FIG. 5**



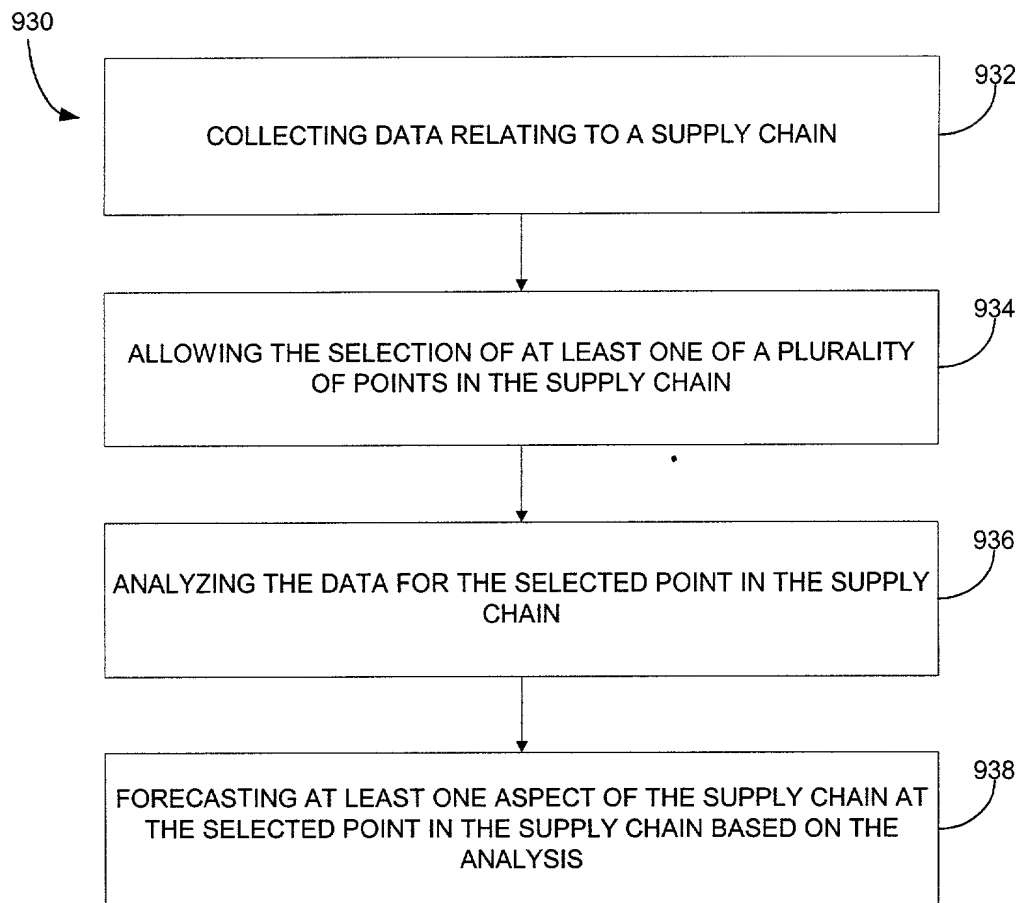
**FIG. 6**



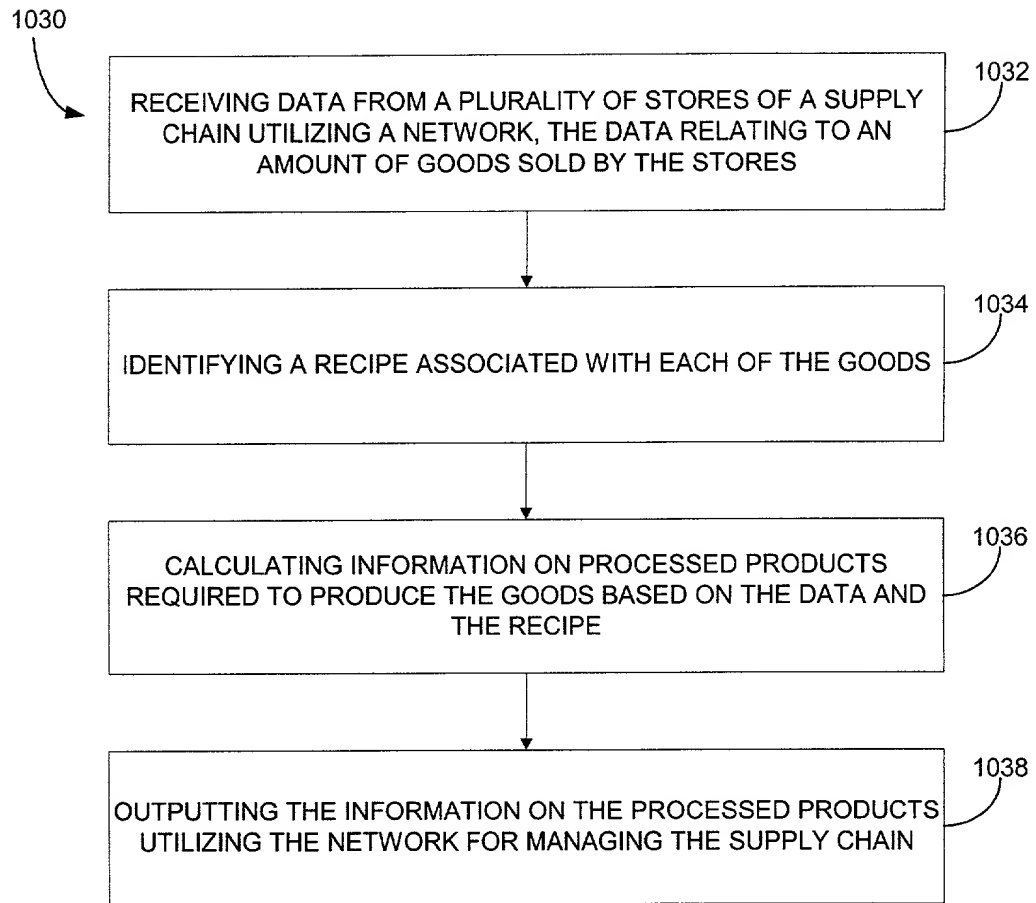
**FIG. 7**



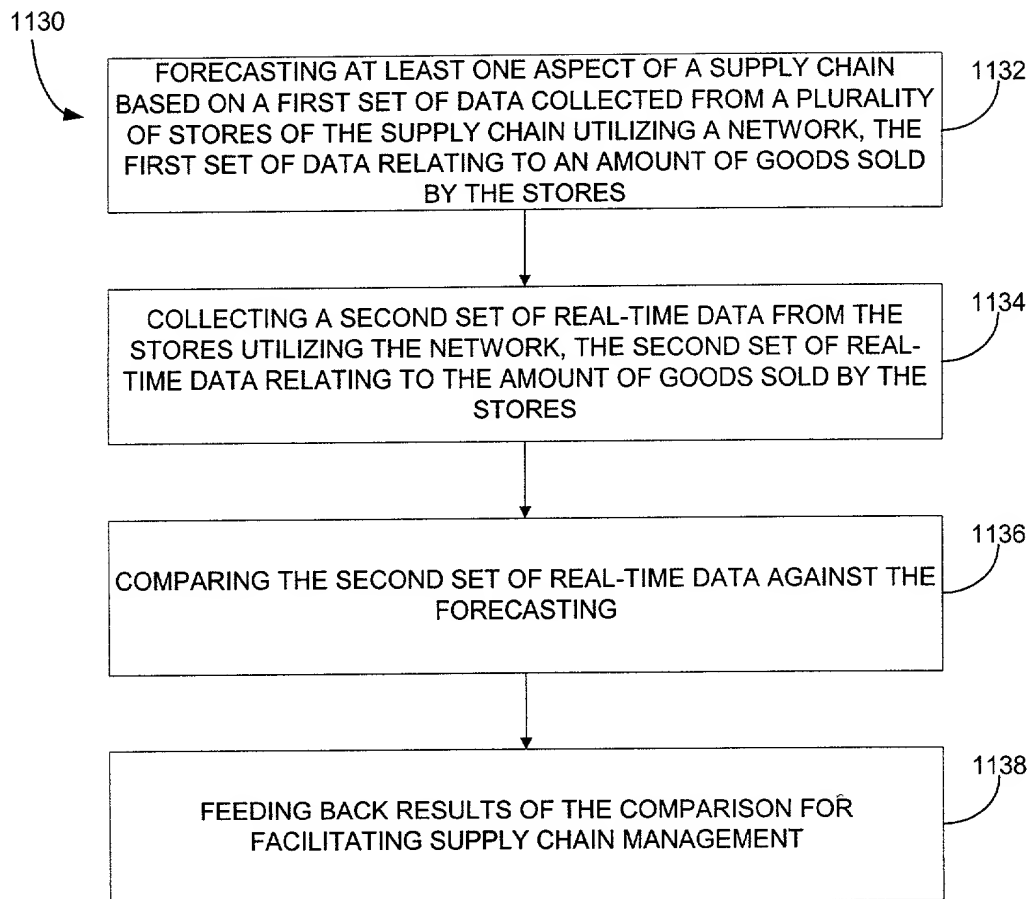
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**



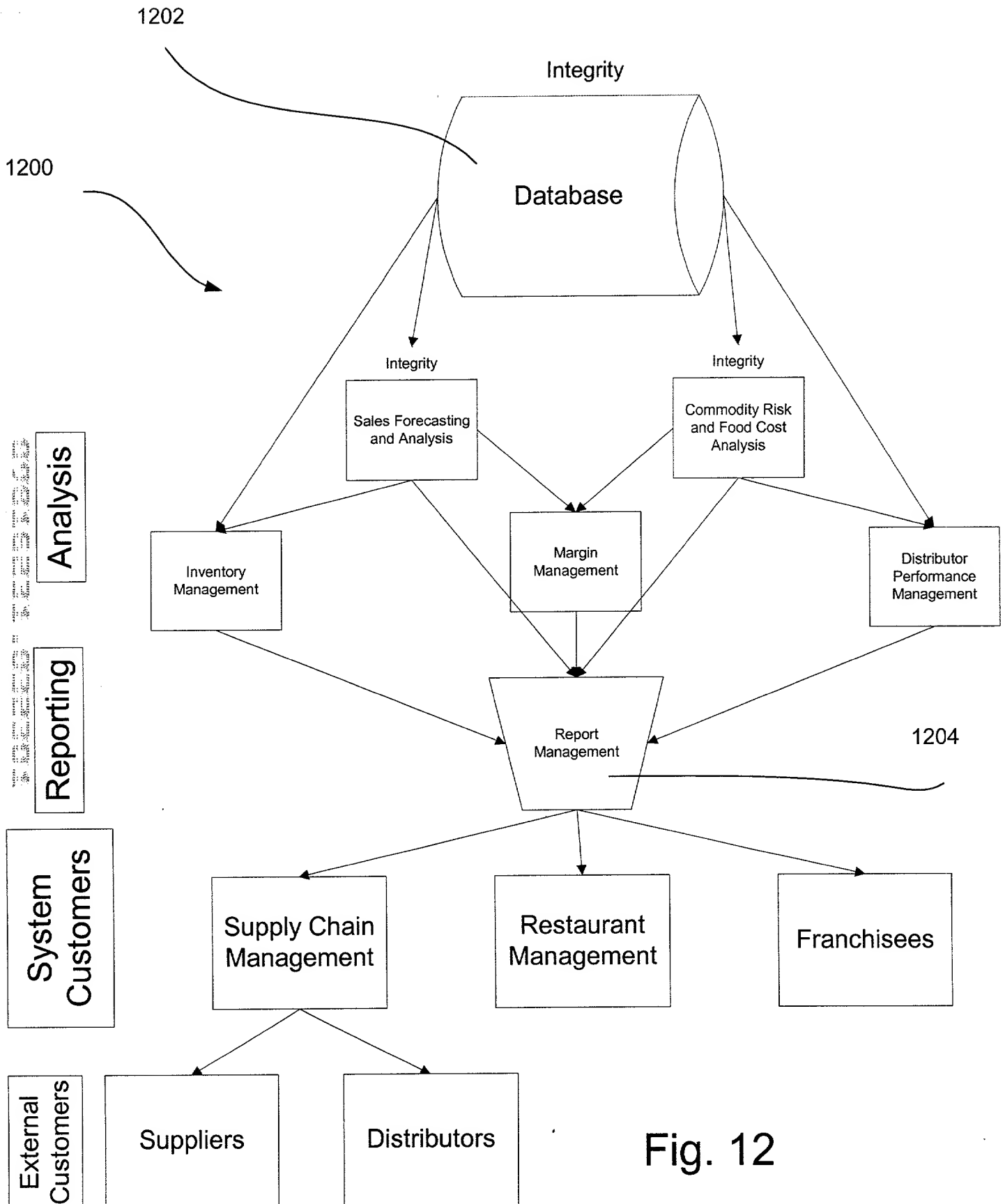
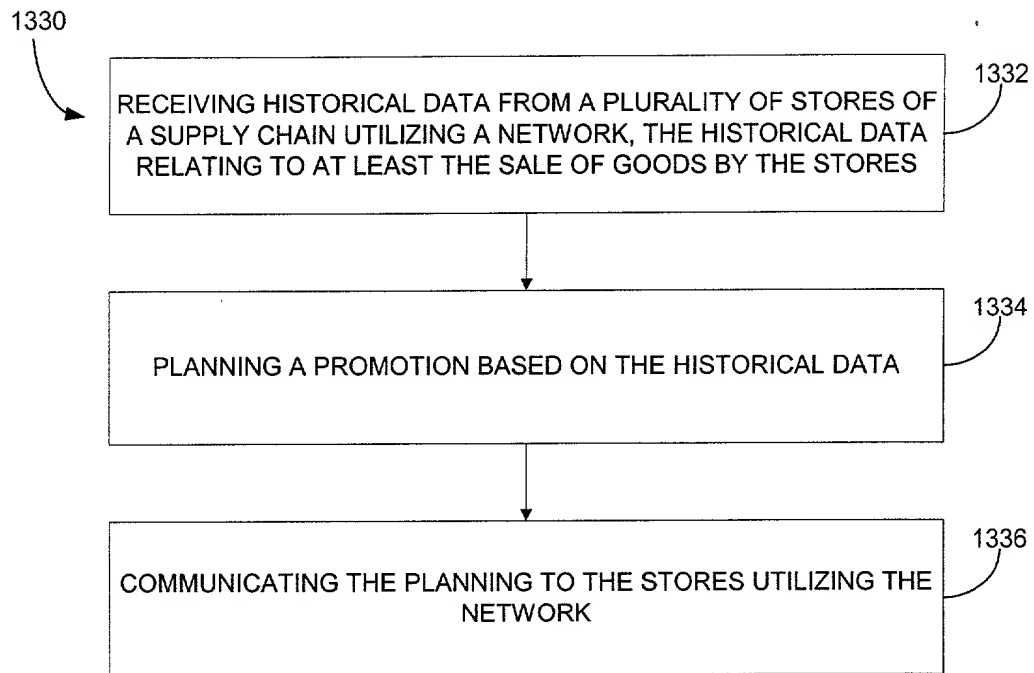
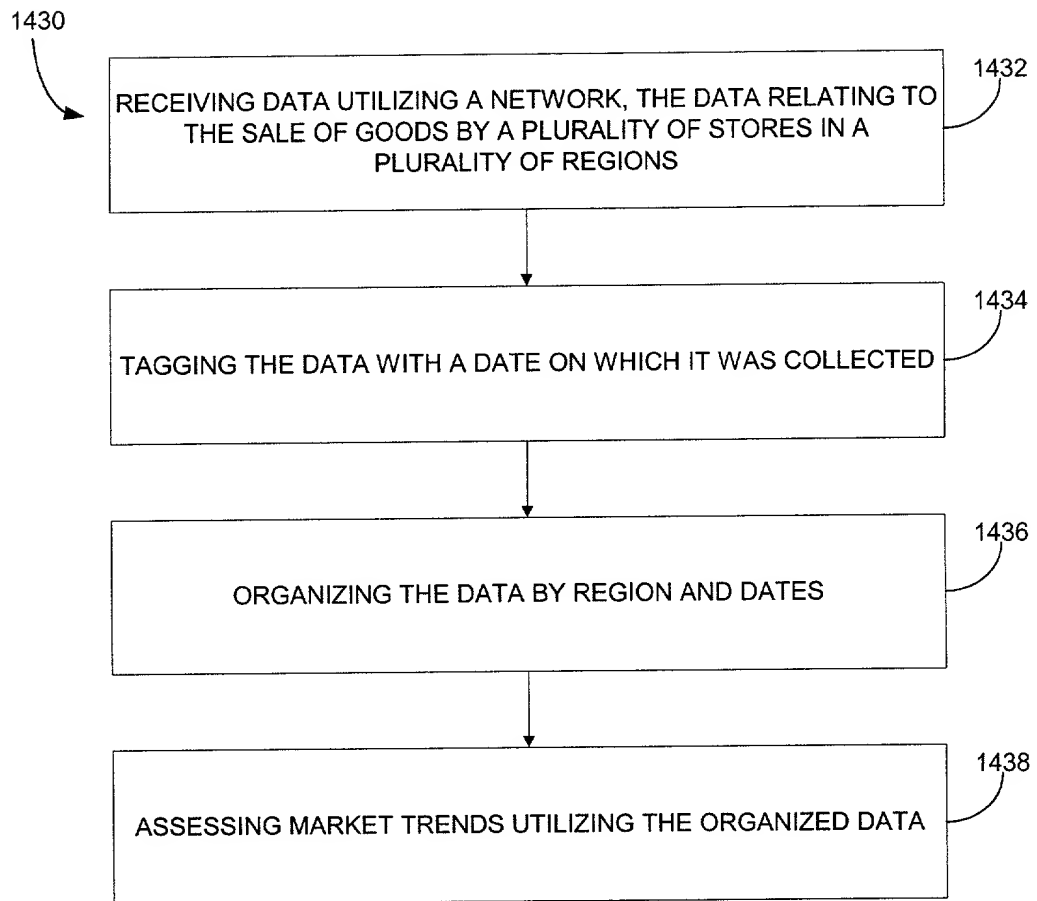


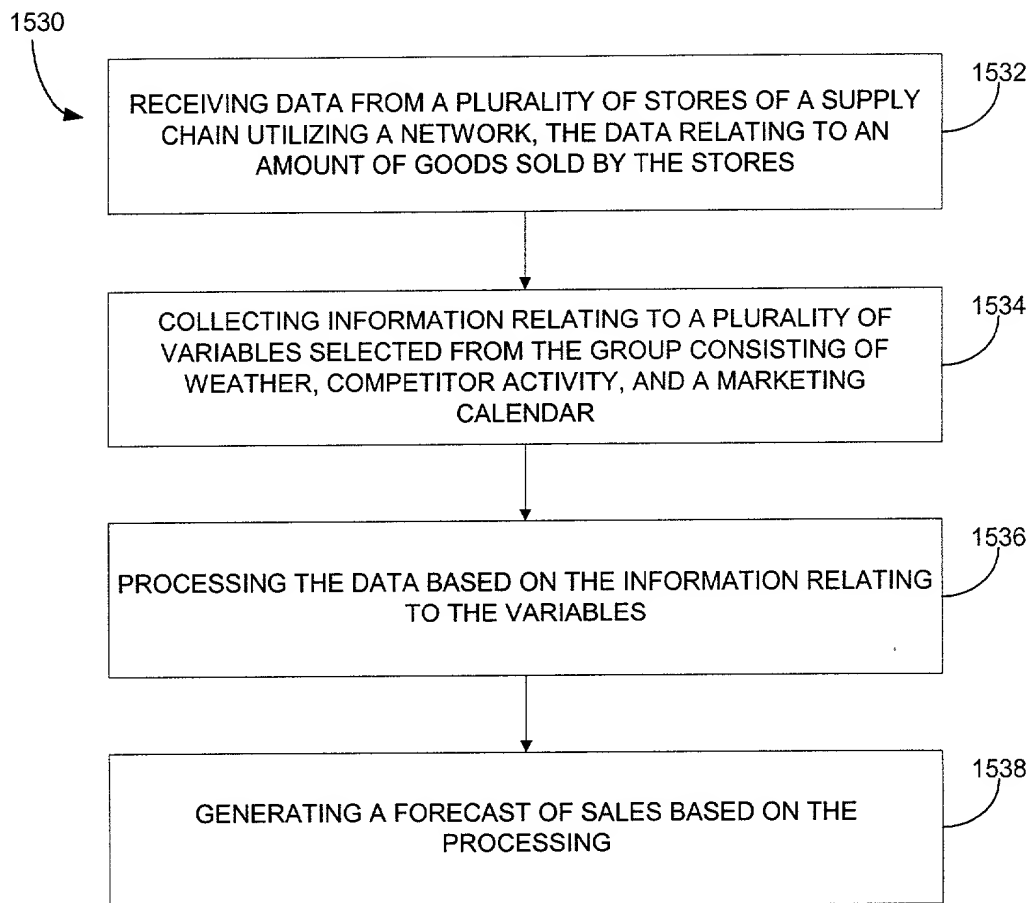
Fig. 12



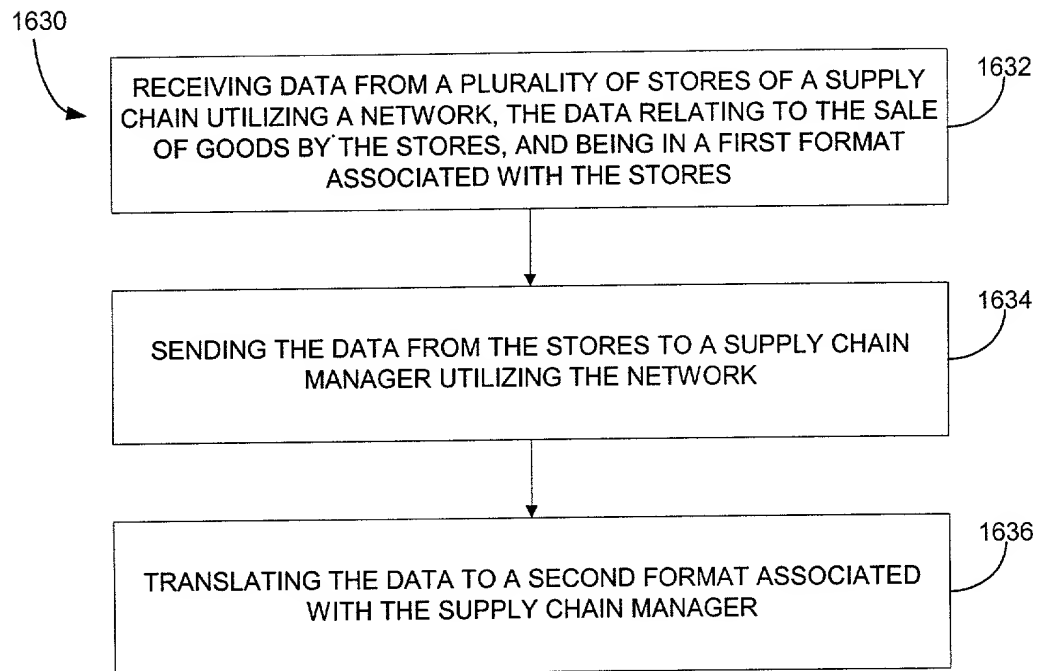
**FIG. 13**



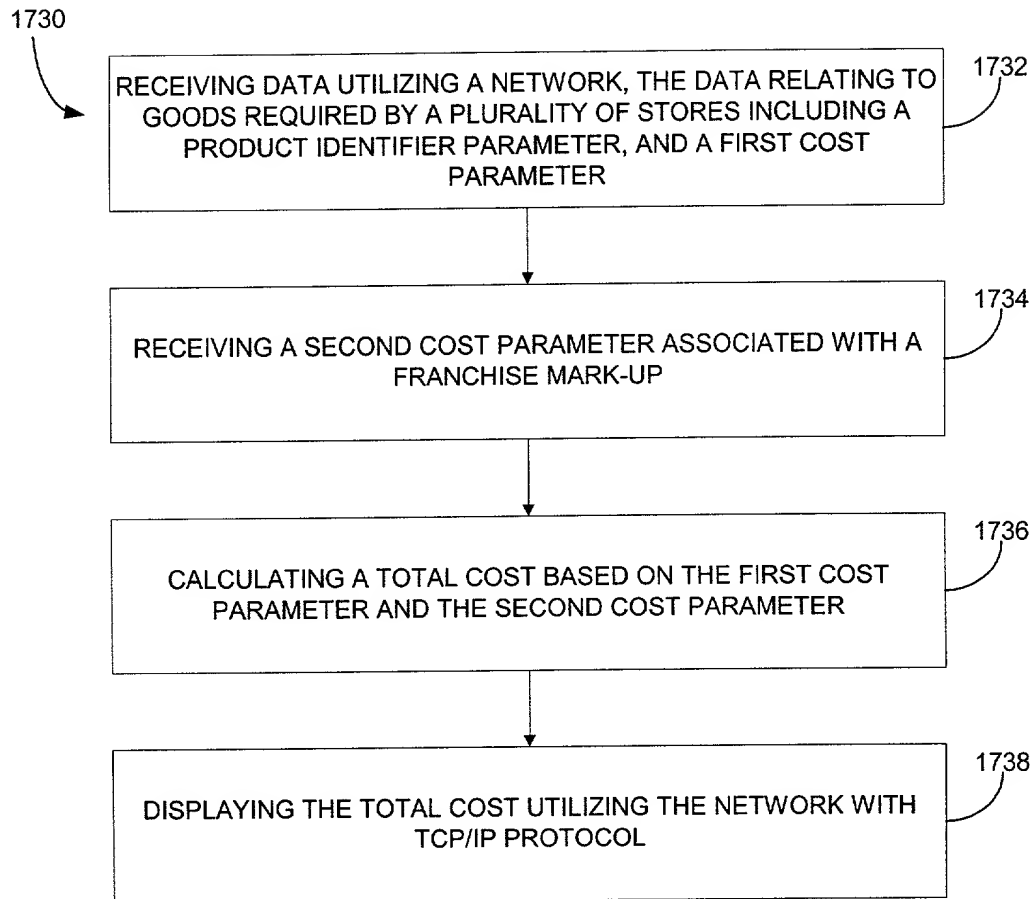
**FIG. 14**



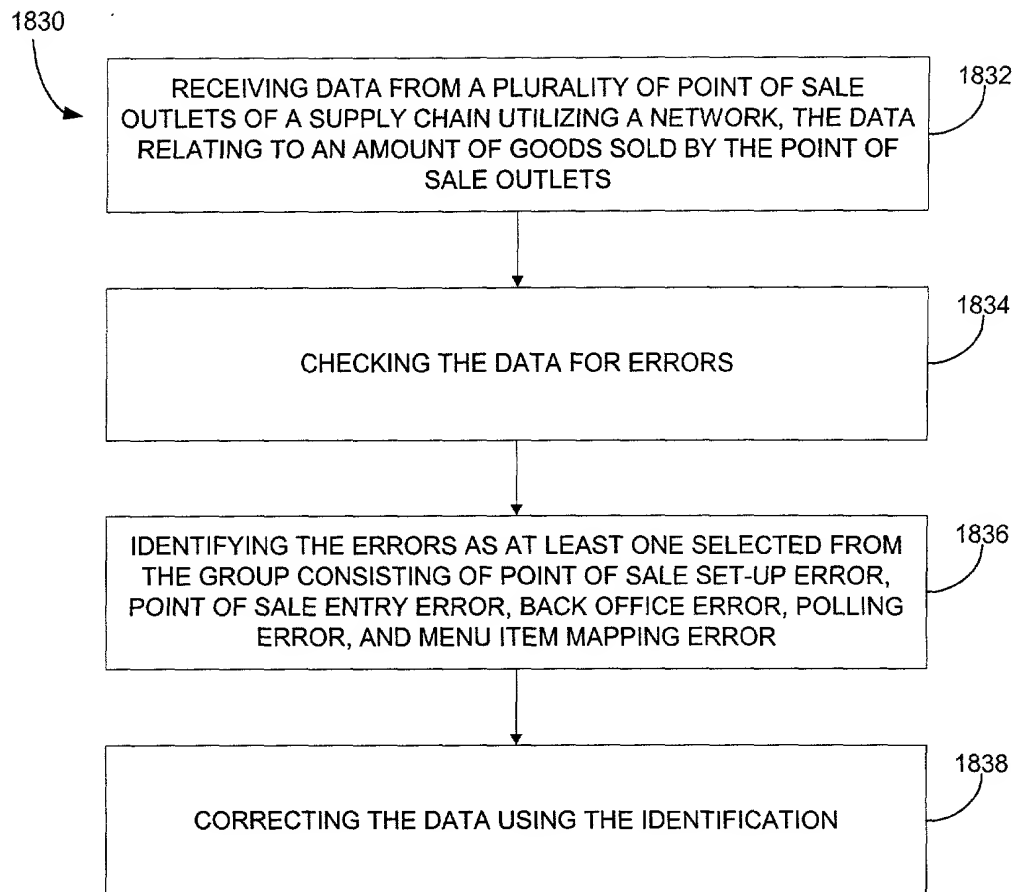
**FIG. 15**



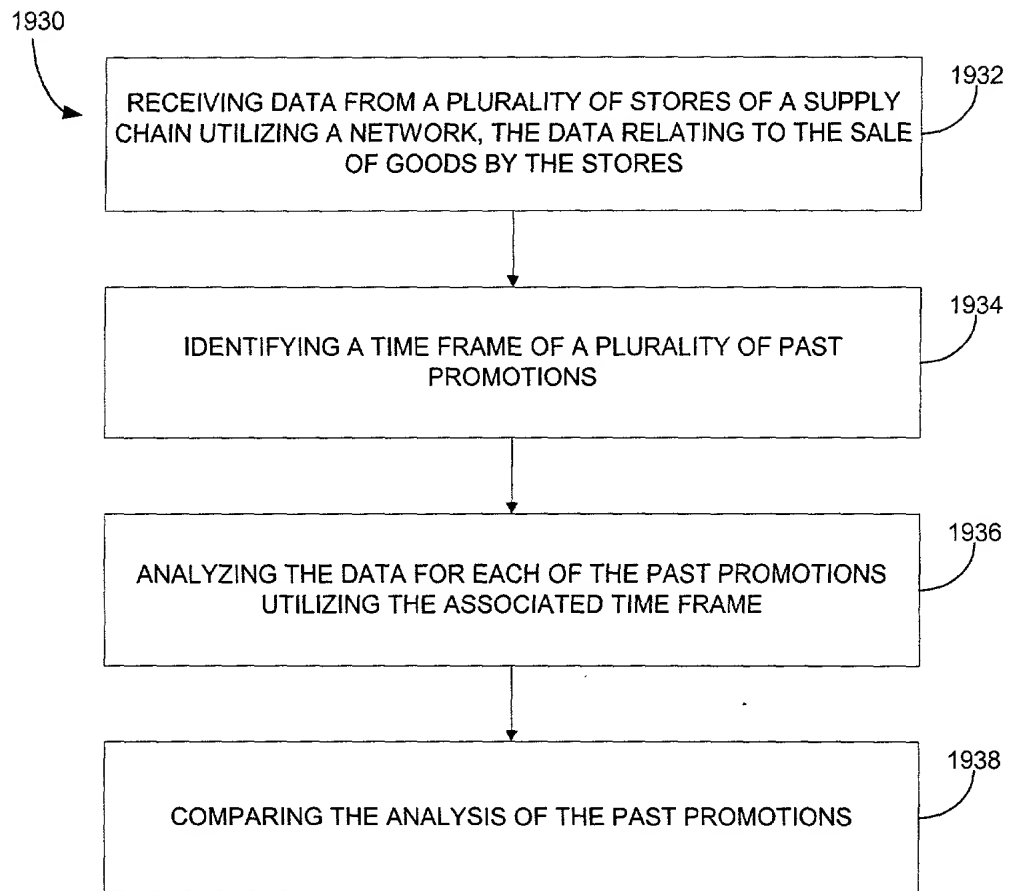
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**



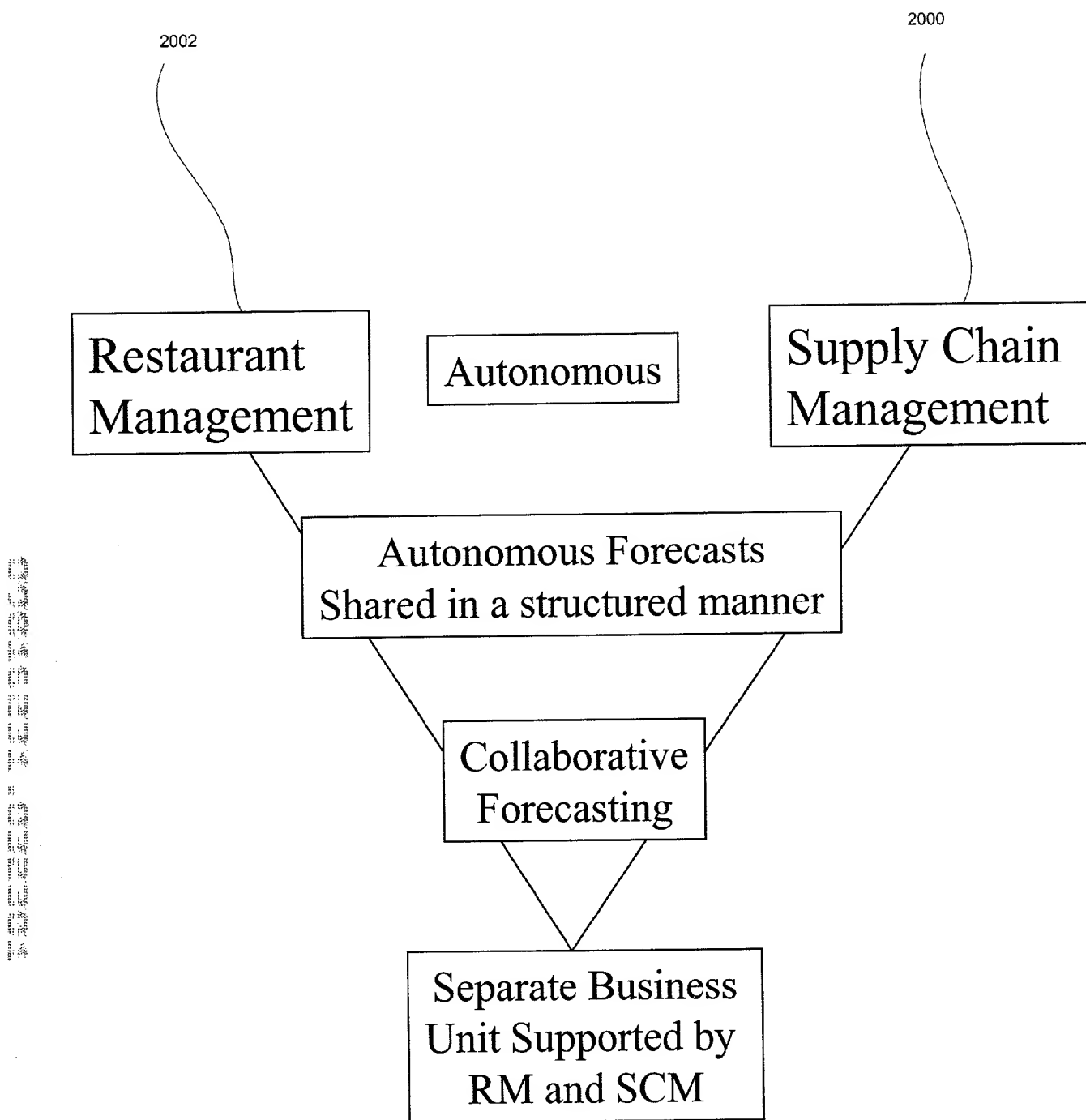
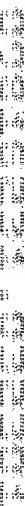
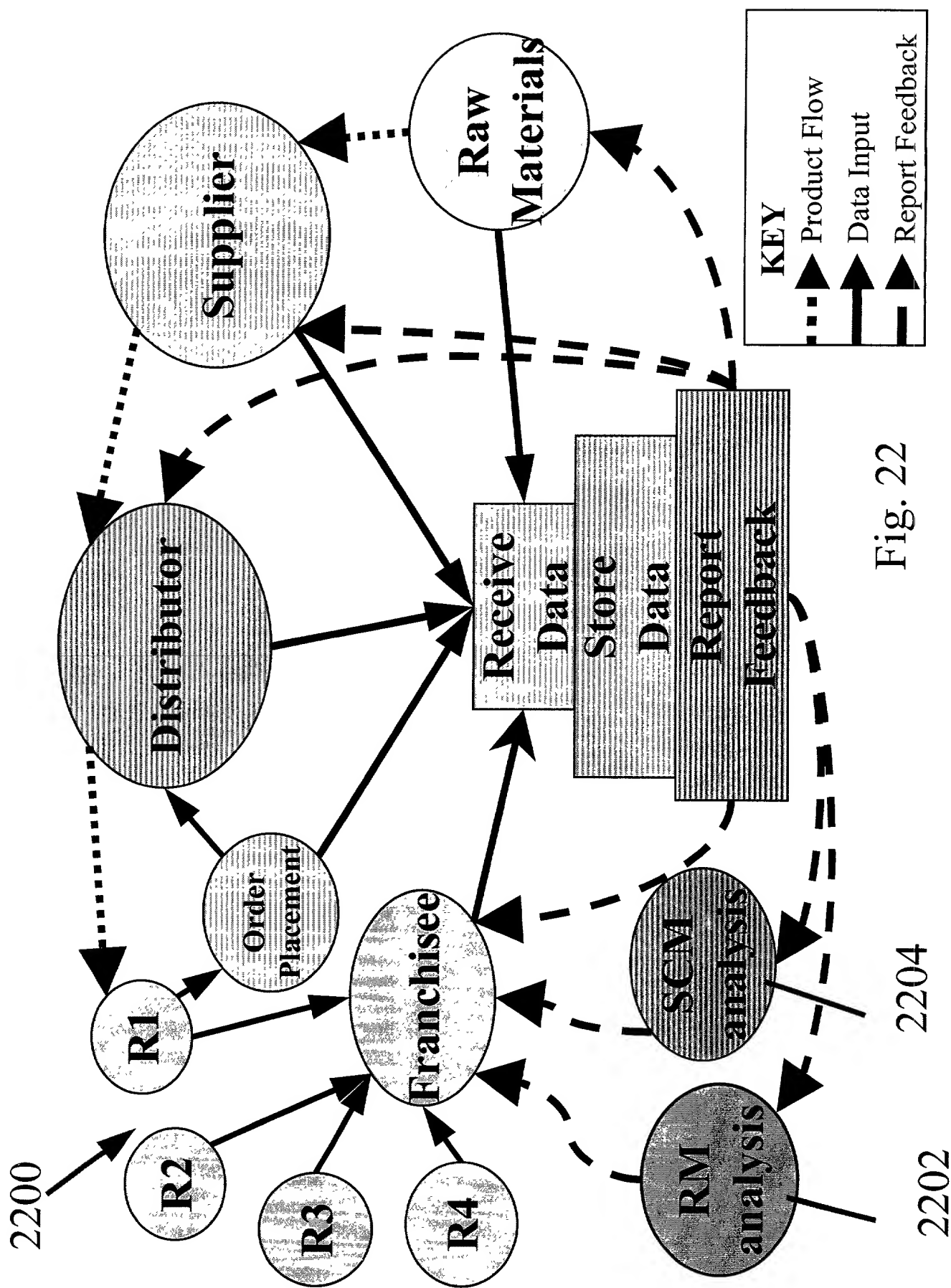
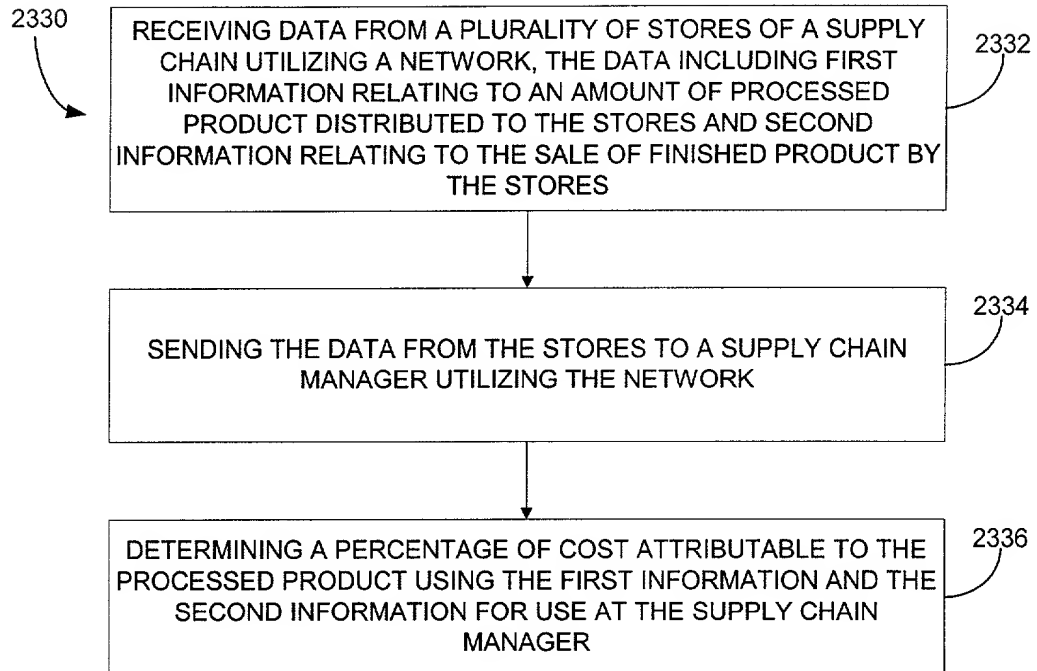


Fig. 20



**Fig. 21**





**FIG. 23**

FIG. 24

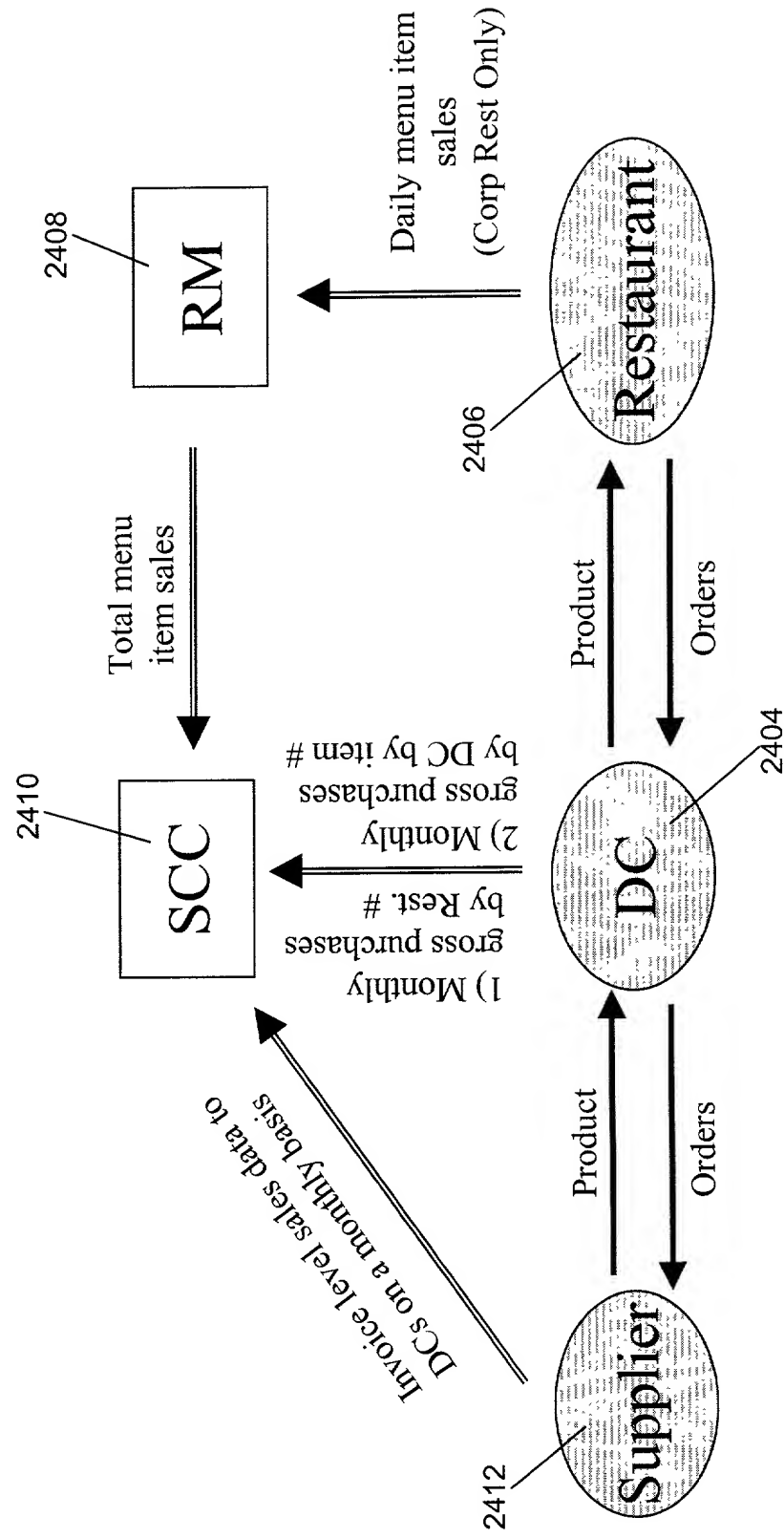
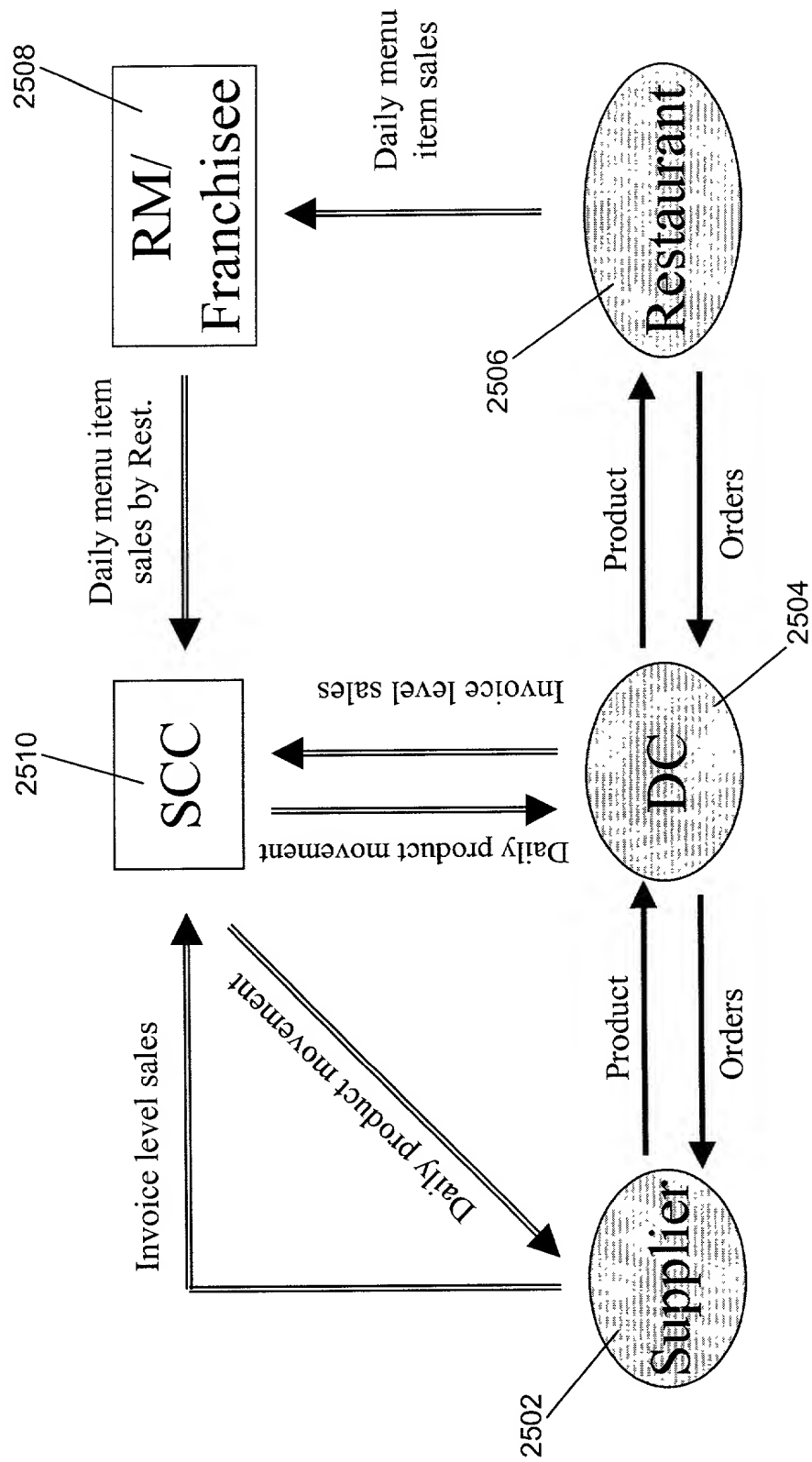


FIG. 25



# FIG. 26

2600

2602

2604

FIG. 20

Sales Forecast Worksheet - System

| Week   | History |       |      |      |      |      |       | Forecast |       |       |       |       |       |       |      |       |
|--|---------|-------|------|------|------|------|-------|----------|-------|-------|-------|-------|-------|-------|------|-------|
|  | Q1      | Q2    | W-6  | W-5  | W-4  | W-3  | W-2   | W-1      | W+1   | W+2   | W+3   | W+4   | W+5   | W+6   | Q3   | Q4    |
| GRP's  |         |       |      |      |      |      |       |          |       |       |       |       |       |       |      |       |
| Ntn'l Marketing Theme                            |         |       |      |      |      |      |       |          |       |       |       |       |       |       |      |       |
| Advertising Score                                |         |       |      |      |      |      |       |          |       |       |       |       |       |       |      |       |
| Local Considerations                             |         |       |      |      |      |      |       |          |       |       |       |       |       |       |      |       |
| Competition Index                                |         |       |      |      |      |      |       |          |       |       |       |       |       |       |      |       |
| Weather Index                                    |         |       |      |      |      |      |       |          |       |       |       |       |       |       |      |       |
| Seasonality Index                                |         |       |      |      |      |      |       |          |       |       |       |       |       |       |      |       |
| Sales History/Forecast Total (\$/store)          |         |       |      |      |      |      |       |          |       |       |       |       |       |       |      |       |
| Key Products by Menu Item (units/day/store)      |         |       |      |      |      |      |       |          |       |       |       |       |       |       |      |       |
| WHOPPERS   | 437     | 327   | 203  | 207  | 193  | 234  | 297   | 282      | 300   | 344   | 358   | 394   | 413   | 409   | 284  | 327   |
| WHOPPERS W/CHEESE                                | 208     | 172   | 143  | 140  | 135  | 155  | 196   | 172      | 163   | 172   | 179   | 196   | 206   | 204   | 143  | 164   |
| YWVM WHOPPERS                                    | 805     | 723   | 701  | 692  | 623  | 760  | 921   | 829      | 900   | 943   | 829   | 912   | 958   | 948   | 707  | 813   |
| etc.....   |         |       |      |      |      |      |       |          |       |       |       |       |       |       |      |       |
| Key Products by Inventory Item (cases/day/store) |         |       |      |      |      |      |       |          |       |       |       |       |       |       |      |       |
| Beef-Whopper 4.0 oz                              | 10.1    | 8.5   | 7.3  | 7.2  | 6.6  | 8.0  | 9.8   | 8.9      | 9.5   | 10.1  | 9.5   | 10.4  | 11.0  | 10.8  | 7.9  | 9.1   |
| Cheese-American Sliced                           | 0.3     | 0.2   | 0.2  | 0.2  | 0.2  | 0.2  | 0.3   | 0.2      | 0.2   | 0.2   | 0.2   | 0.3   | 0.3   | 0.3   | 0.2  | 0.2   |
| Mayo-bulk  | 2.8     | 2.4   | 2.0  | 2.0  | 1.9  | 2.2  | 2.8   | 2.5      | 2.7   | 2.8   | 2.7   | 2.9   | 3.1   | 3.0   | 2.2  | 2.5   |
| Pickles - Pail                                   | 1.8     | 1.5   | 1.3  | 1.3  | 1.2  | 1.4  | 1.7   | 1.6      | 1.7   | 1.8   | 1.7   | 1.8   | 1.9   | 1.9   | 1.4  | 1.6   |
| Wrap Whopper                                     | 0.4     | 0.3   | 0.3  | 0.3  | 0.2  | 0.3  | 0.4   | 0.3      | 0.3   | 0.4   | 0.3   | 0.4   | 0.4   | 0.4   | 0.3  | 0.3   |
| Ketchup- Bulk                                    | 1.9     | 1.6   | 1.4  | 1.4  | 1.2  | 1.5  | 1.8   | 1.7      | 1.8   | 1.9   | 1.8   | 2.0   | 2.1   | 2.0   | 1.5  | 1.7   |
| Bun-Whopper 5" (dozen)                           | 120.8   | 101.8 | 87.3 | 86.6 | 79.3 | 95.8 | 117.8 | 106.9    | 113.6 | 121.6 | 113.8 | 125.2 | 131.4 | 130.1 | 94.5 | 108.7 |
| Lettuce - shredded                               | 3.4     | 2.9   | 2.5  | 2.4  | 2.2  | 2.7  | 3.3   | 3.0      | 3.2   | 3.4   | 3.2   | 3.5   | 3.7   | 3.7   | 2.7  | 3.1   |
| Tomatoes   | 4.5     | 3.8   | 3.3  | 3.2  | 3.0  | 3.6  | 4.4   | 4.0      | 4.3   | 4.6   | 4.3   | 4.7   | 4.9   | 4.9   | 3.5  | 4.1   |
| Onions - sliced                                  | 4.5     | 3.8   | 3.3  | 3.2  | 3.0  | 3.6  | 4.4   | 4.0      | 4.3   | 4.6   | 4.3   | 4.7   | 4.9   | 4.9   | 3.5  | 4.1   |
| etc...   |         |       |      |      |      |      |       |          |       |       |       |       |       |       |      |       |

# FIG. 27

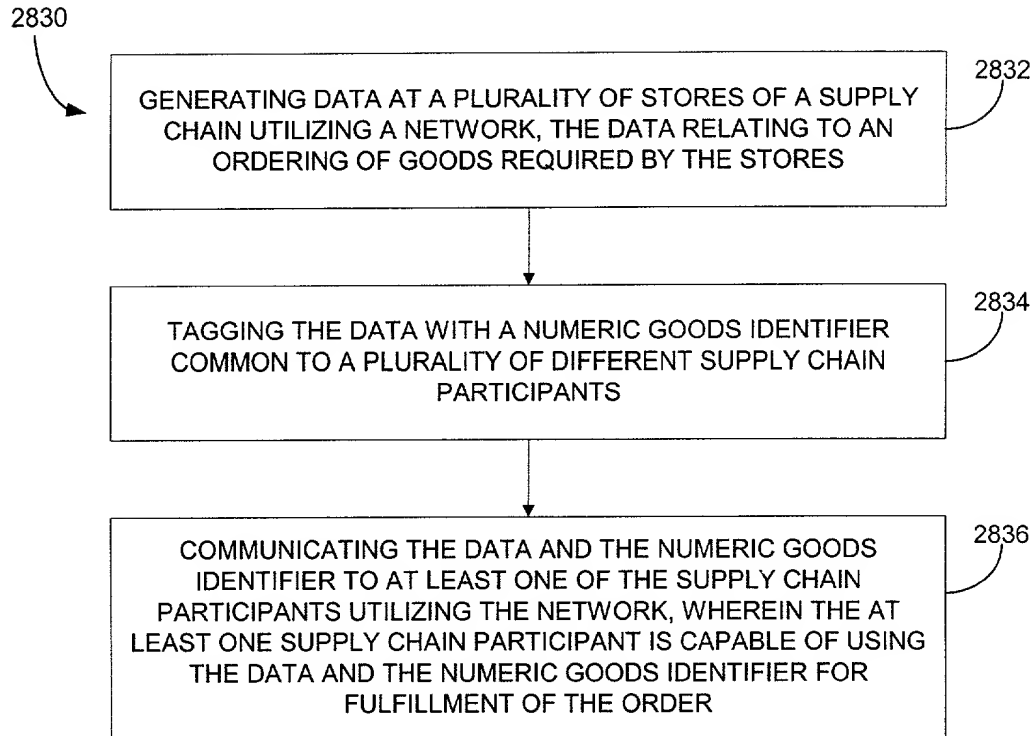
2700

## Promotional Monitor - System & Regional

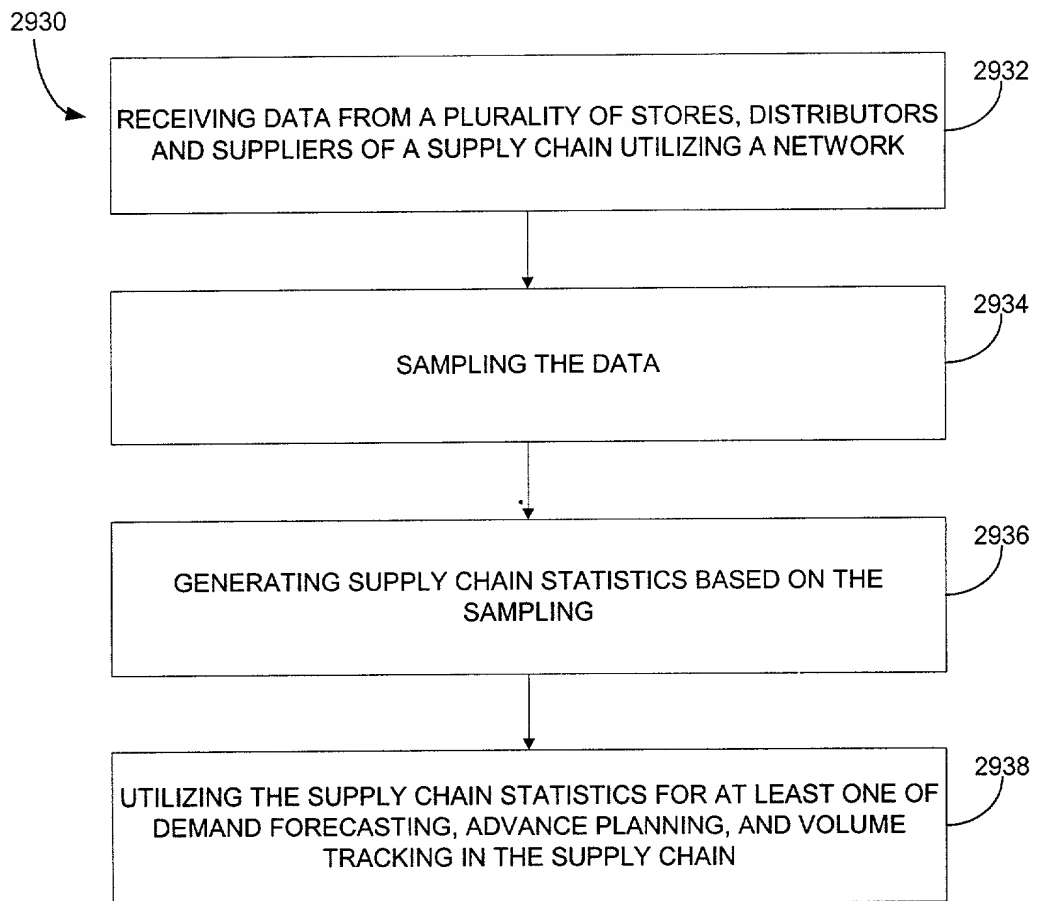
|  |                   | History  |          |          |          | Week #1 |         |         |         |         |         |         |          |
|--|-------------------|----------|----------|----------|----------|---------|---------|---------|---------|---------|---------|---------|----------|
|  |                   | W-4      | W-3      | W-2      | W-1      | D+1     | D+2     | D+3     | D+4     | D+5     | D+6     | D+7     | Total    |
| Total Sales(\$/Store)  |                   | \$23,000 | \$23,500 | \$23,250 | \$23,450 | \$2,888 | \$3,150 | \$3,413 | \$3,413 | \$3,675 | \$5,513 | \$4,200 | \$26,250 |
| Menu Item Sales for Key Products(units/restaurant/week)                  |                   |          |          |          |          |         |         |         |         |         |         |         |          |
| Category   | Segment           |          |          |          |          |         |         |         |         |         |         |         |          |
| Whopper  | WHOPPERS          | 215      | 211      | 228      | 269      | 32      | 34      | 37      | 37      | 40      | 60      | 46      | 286      |
|  | WHOPPERS W/CHEESE | 146      | 142      | 148      | 162      | 18      | 20      | 21      | 21      | 23      | 35      | 26      | 165      |
|  | YWWM WHOPPERS     | 699      | 679      | 714      | 813      | 94      | 103     | 111     | 111     | 120     | 180     | 137     | 857      |
| Whopper Total  |                   | 1,060    | 1,032    | 1,090    | 1,244    | 144     | 157     | 170     | 170     | 183     | 275     | 209     | 1,309    |
| Variance from Expected (Highlighted Areas are Outside of Expected Range) |                   |          |          |          |          |         |         |         |         |         |         |         |          |
| Whopper  | WHOPPERS          | 11.4%    | -9.8%    | -23.2%   | -4.6%    | 2.3%    | 3.0%    | 1.0%    | 4.0%    | 11.0%   | 16.0%   | 8.0%    | 6.5%     |
|  | WHOPPERS W/CHEESE | 8.1%     | -8.4%    | -24.5%   | -5.8%    | 1.0%    | 4.0%    | 1.0%    | 4.0%    | 13.0%   | 14.0%   | 9.0%    | 6.6%     |
|  | YWWM WHOPPERS     | 12.2%    | -10.7%   | -22.5%   | -1.9%    | 3.0%    | 3.0%    | 1.0%    | 5.0%    | 16.0%   | 19.0%   | 7.0%    | 7.7%     |
| Whopper Total  |                   | 10.6%    | -9.6%    | -23.4%   | -4.1%    | 2.1%    | 3.3%    | 1.0%    | 4.3%    | 13.3%   | 16.3%   | 8.0%    | 6.9%     |

2702





**FIG. 28**



**FIG. 29**

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

### Delivery Order Fill Rate

Total Cases Ordered: 65712

3002

| Operations: | Warehouse Outs | Damages | MisPicks | Short on Truck | Overlooked and Not Returned | Total Operations |
|-------------|----------------|---------|----------|----------------|-----------------------------|------------------|
| Cases:      | 154            | 68      | 62       | 284            |                             | 568              |
| Percent     | 0.23%          | 0.10%   | 0.09%    | 0.43%          | 0.00%                       | 0.86%            |

3004

| Purchasing: | Out of Stocks | Substitutions | Out of Code | Total Purchasing |
|-------------|---------------|---------------|-------------|------------------|
| Cases:      | 990           | 70            |             | 1060             |
| Percent:    | 1.51%         | 0.11%         | 0.00%       | 1.61%            |

| Distribution Center Total: | Cases | Percent |
|----------------------------|-------|---------|
| Operations:                | 568   | 0.86%   |
| Purchasing:                | 1060  | 1.61%   |
| Grand Total:               | 1628  | 2.48%   |

Delivery Order Fill Rate: 97.52%

### On-Time Delivery Rate

|                          |       |
|--------------------------|-------|
| Total # of Deliveries:   | 1232  |
| # of On-Time Deliveries: |       |
| On-Time Delivery Rate:   | 0.00% |

### Perfect Order Rate

|                            |        |
|----------------------------|--------|
| Total # of Deliveries:     | 1232   |
| Total # of Perfect Orders: | 725    |
| Perfect Order Rate:        | 58.85% |

FIG. 30

# Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

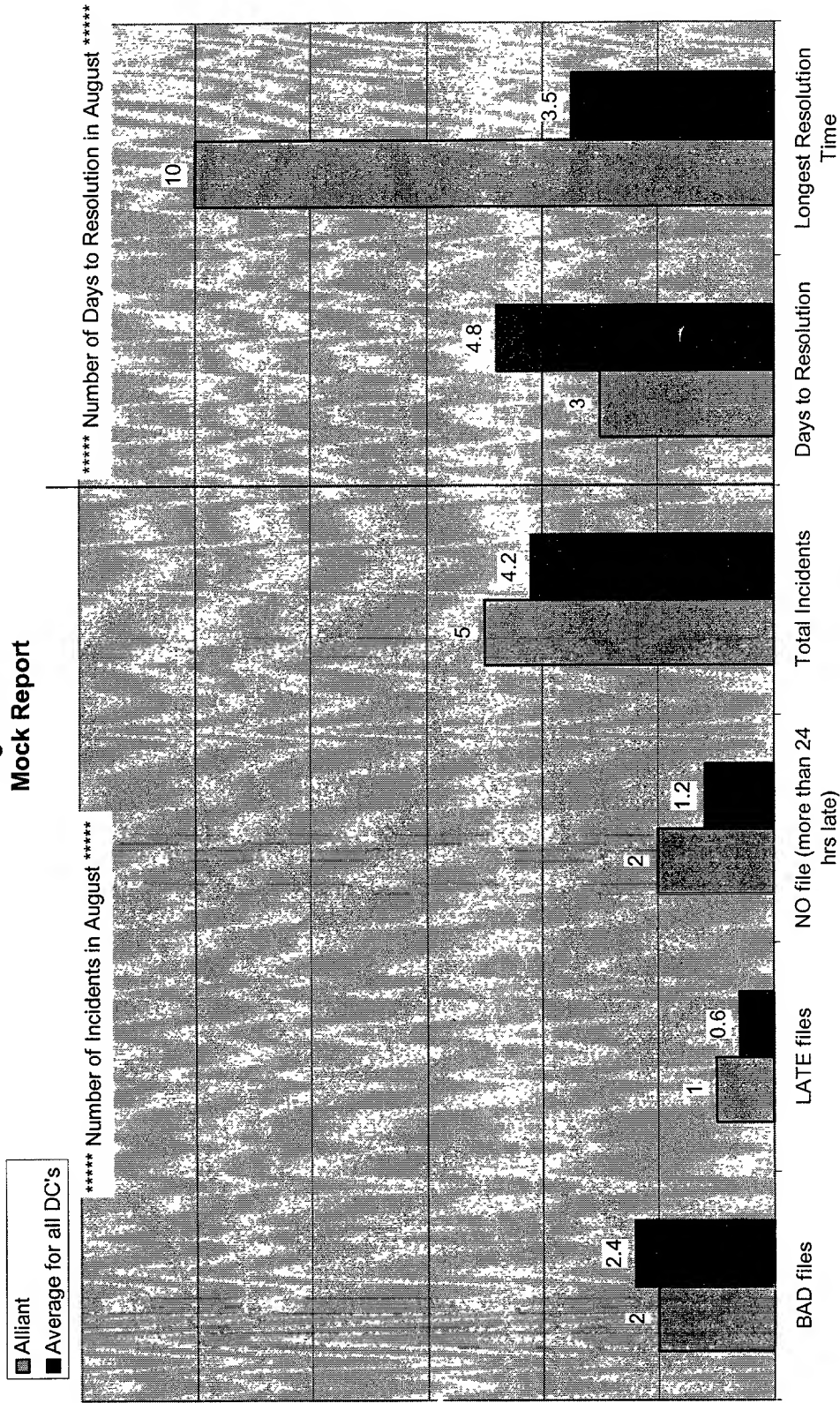


FIG. 31

3200



# Service Level Reporting

## August

|                        | Fill Rate | On - Time | Perfect Order |
|------------------------|-----------|-----------|---------------|
| Alliant-Paducah        | 99.14%    | 99.06%    |               |
| Alliant-Topoka         |           |           |               |
| Alliant-Wixom          | 99.05%    | 98.71%    |               |
| King-Atlanta           | 99.34%    | 92.91%    | 78.70%        |
| King-Jacksonville      | 99.55%    | 95.56%    | 90.90%        |
| King-Louisville        | 99.79%    | 99.53%    | 88.88%        |
| Maines-29, Conklin     | 99.41%    |           | 79.25%        |
| Maines-30, Cleveland   |           |           |               |
| Maines-Long Island     | 99.41%    |           |               |
| Maines-New England     | 99.68%    |           | 79.83%        |
| MBM-Fullerton          | 99.13%    | 94.15%    | #DIV/0!       |
| MBM-Louisville         | 99.51%    | 92.88%    | #DIV/0!       |
| MBM-Orlando            | 99.76%    | 93.60%    | #DIV/0!       |
| MBM-Rocky Mount        | 99.13%    | 92.46%    | #DIV/0!       |
| McCabe's               | 99.80%    | 99.72%    | 96.34%        |
| McLane Lubbock         | #DIV/0!   | #DIV/0!   | #DIV/0!       |
| Nicholas & Co.         | 99.80%    | 96.04%    | 85.77%        |
| PFD Supply             | 99.16%    | 90.79%    | 80.12%        |
| PFG-Victoria           | 99.42%    | #DIV/0!   |               |
| PYA-Monarch            | 99.20%    | 97.79%    |               |
| Reinhart-Cedar Rapids  | 99.05%    | 96.65%    |               |
| Reinhart-Oak Creek     | 99.31%    | 93.69%    |               |
| Reinhart-Rogers        | 99.50%    | 95.49%    |               |
| Restaurants NW         | 99.03%    | 98.07%    | 80.47%        |
| Shamrock-Commerce City | 99.54%    | 94.88%    | 85.13%        |
| Shamrock-Phoenix       | 98.81%    | 83.88%    |               |
| Sigma-Harrisburg       | 99.69%    |           | 82.88%        |
| Sigma-Stockton         | 99.69%    |           |               |
| Sysco                  | 99.68%    | 100.00%   | 82.77%        |

|         | Fill Rate | On - Time | Perfect Order |
|---------|-----------|-----------|---------------|
| BKC Min | 98.50%    | 90.00%    | 78.00%        |
| RSI Min | 99.50%    | 90.00%    | 80.00%        |

|                      |
|----------------------|
| OK                   |
| Didn't meet RSI Min. |
| Didn't meet BK Min.  |

FIG. 32

# FIG. 33

3300

## Vendor:

XYZ Company

## Time Period:

Aug-00

3300

## Delivery Statistics:

DC Requested Lead-Time  
DC Adherence to Lead-Time  
Days Delivery Late  
On-Time Delivery Percentage  
Hours Delivery Late

|      |
|------|
| 4    |
| 95%  |
| 1.7  |
| 95%  |
| 0.93 |

## Invoice, Payment and Pricing:

Days for Payment  
Monthly FOB Variance  
Monthly Freight Variance  
Monthly Total Variance

|           |
|-----------|
| 12        |
| \$ 30,152 |
| \$ 3,594  |
| \$ 33,746 |

## Invoice Accuracy:

Invoice Fill Rate  
PO Accepted Rate  
Perfect Order Percentage

|        |
|--------|
| 97.25% |
| 99.00% |
| 92.34% |

## Inventory Management:

Average Days On Hand  
SKU #1  
SKU #2  
Max Days On Hand  
SKU #1  
SKU #2

|    |
|----|
| 19 |
| 22 |

|    |
|----|
| 40 |
| 32 |

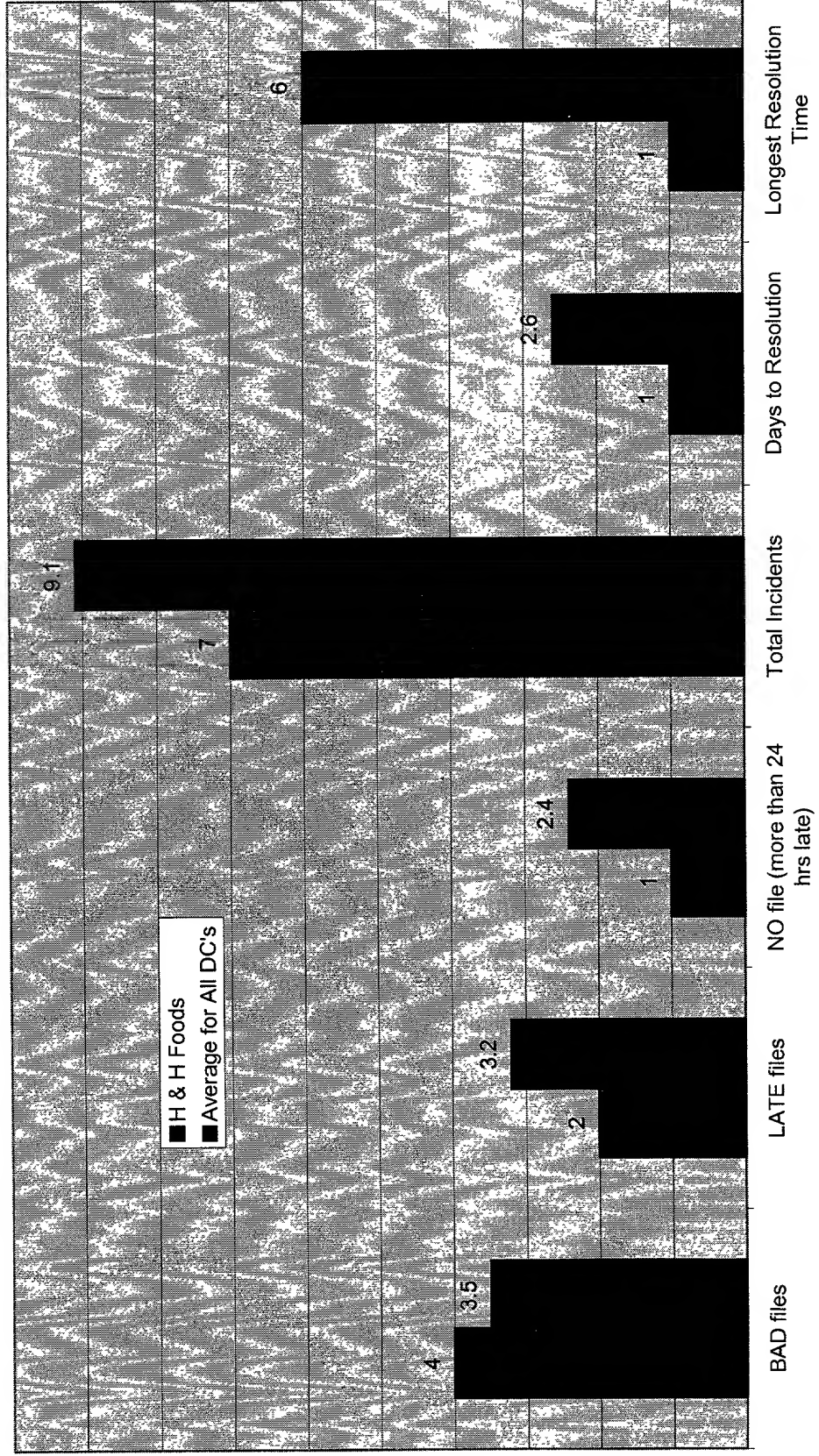
Monthly Carrying Cost  
SKU #1  
SKU #2  
Average as % FOB

|           |
|-----------|
| \$ 42,513 |
| \$ 12,589 |
| 1.25%     |

# FIG. 34

## H & H Foods - Monthly Supplier Data Feed Performance August 2000 Mock Report

3400 →





# FIG. 35



## Service Level Reporting November - Mock Report

3500

|                                 | Monthly Total<br>Overcharge | Perfect Order<br>Percentage | Monthly Carrying<br>% Invoice FOB |
|---------------------------------|-----------------------------|-----------------------------|-----------------------------------|
| GOODIES                         | \$1,904                     |                             | 2.33%                             |
| COMARK INSTRUMENTS, INC.        | \$4,881                     |                             |                                   |
| WHITEFORD FOODS, INC.           | \$0                         | 97.8%                       | 2.41%                             |
| LEPAGE BAKERY / COUNTRY KITCHEN | \$0                         |                             |                                   |
| NCR-SYSTEM MEDIA                | \$0                         | 92.1%                       | 2.18%                             |
| SIGNATURE MEATS GROUP           | \$0                         |                             | 1.94%                             |
| SCHWEBEL'S BAKING CO            | \$0                         | 95.1%                       | 1.50%                             |
| MAUI CUP                        | \$0                         |                             |                                   |
| MIRA PLASTICS                   | \$0                         |                             | 1.25%                             |
| DIXIE PRODUCE & PACKAGING       |                             |                             |                                   |
| NOR-LAKE, INC.                  |                             |                             |                                   |
| FORT JAMES OPERATING COMPANY    |                             |                             | 1.46%                             |
| FRESH ADVANTAGE, KC             | \$0                         | 98.6%                       | 1.90%                             |
| SILVER KING - MN - CORP         |                             |                             |                                   |
| TYSON FOODS                     | \$0                         |                             |                                   |
| READY ACCESS                    |                             |                             |                                   |
| GEORGIA PACIFIC TISSUE          |                             | 94.8%                       | 2.44%                             |
| CLOUGHERTY PACKING              |                             | 93.4%                       | 2.51%                             |
| BEVERAGE - AIR                  |                             |                             |                                   |
| COMPONENT HARDWARE GROUP, INC.  |                             |                             | 2.06%                             |
| COCA - COLA USA                 | \$0                         |                             |                                   |
| TOASTMASTER                     | \$1,909                     | 93.5%                       | 1.55%                             |
| GRANT COUNTY FOODS              |                             | 96.3%                       | 2.20%                             |
| FRESH EXPRESS                   | \$0                         |                             |                                   |
| TAYLOR FARMS                    |                             |                             | 1.04%                             |
| MODULAR DISPENSING SYSTEM       | \$0                         |                             |                                   |
| CENTURY PRODUCTS, LLC           | \$3,423                     |                             |                                   |
| ROSE PACKING COMPANY            |                             | 93.8%                       | 2.98%                             |

|         | Monthly Total<br>Overcharge | Perfect Order<br>Percentage | Monthly Carrying<br>% Invoice FOB |
|---------|-----------------------------|-----------------------------|-----------------------------------|
| RSI Min | \$5,000.00                  | 92.00%                      | 3.00%                             |

|                      |
|----------------------|
| OK                   |
| Didn't meet RSI Min. |



3600

# Mock Report/1

|  | FY 01 | Oct-00 | Nov-00 | Dec-00 | Jan-01 | Feb-01 | Mar-01 | Apr-01 | May-01 |
|--|-------|--------|--------|--------|--------|--------|--------|--------|--------|
|--|-------|--------|--------|--------|--------|--------|--------|--------|--------|

## Food Cost Index

|        |       |       |       |       |        |        |        |        |       |
|--------|-------|-------|-------|-------|--------|--------|--------|--------|-------|
| Plan   | 99.75 | 99.69 | 99.20 | 98.63 | 100.33 | 100.49 | 101.12 | 100.44 | 99.92 |
| Actual |       | 99.10 | 98.90 |       |        |        |        |        |       |

Variance  
Good/(Bad)

0.59

0.30

## Total Dollar Purchases (in Millions) /2

|        |            |          |          |          |          |          |          |          |          |
|--------|------------|----------|----------|----------|----------|----------|----------|----------|----------|
| Plan   | \$2,237.24 | \$183.98 | \$182.73 | \$184.54 | \$187.33 | \$187.03 | \$189.14 | \$187.47 | \$186.83 |
| Actual |            | \$182.84 | \$182.08 |          |          |          |          |          |          |

Variance  
Good/(Bad)

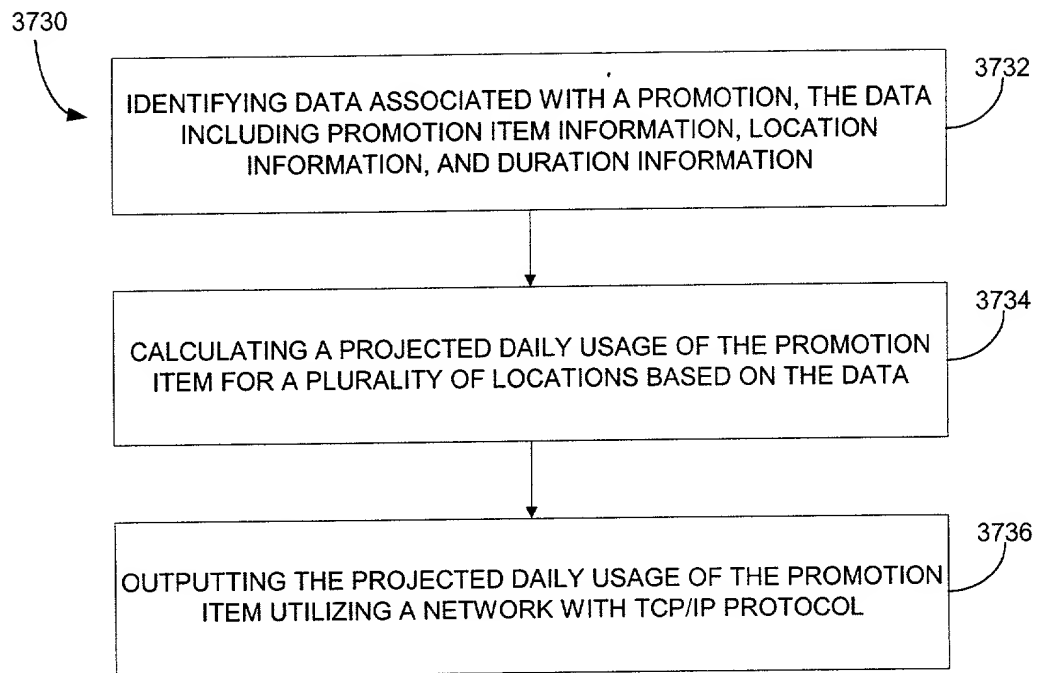
\$1.14  
0.6%

\$0.65  
0.4%

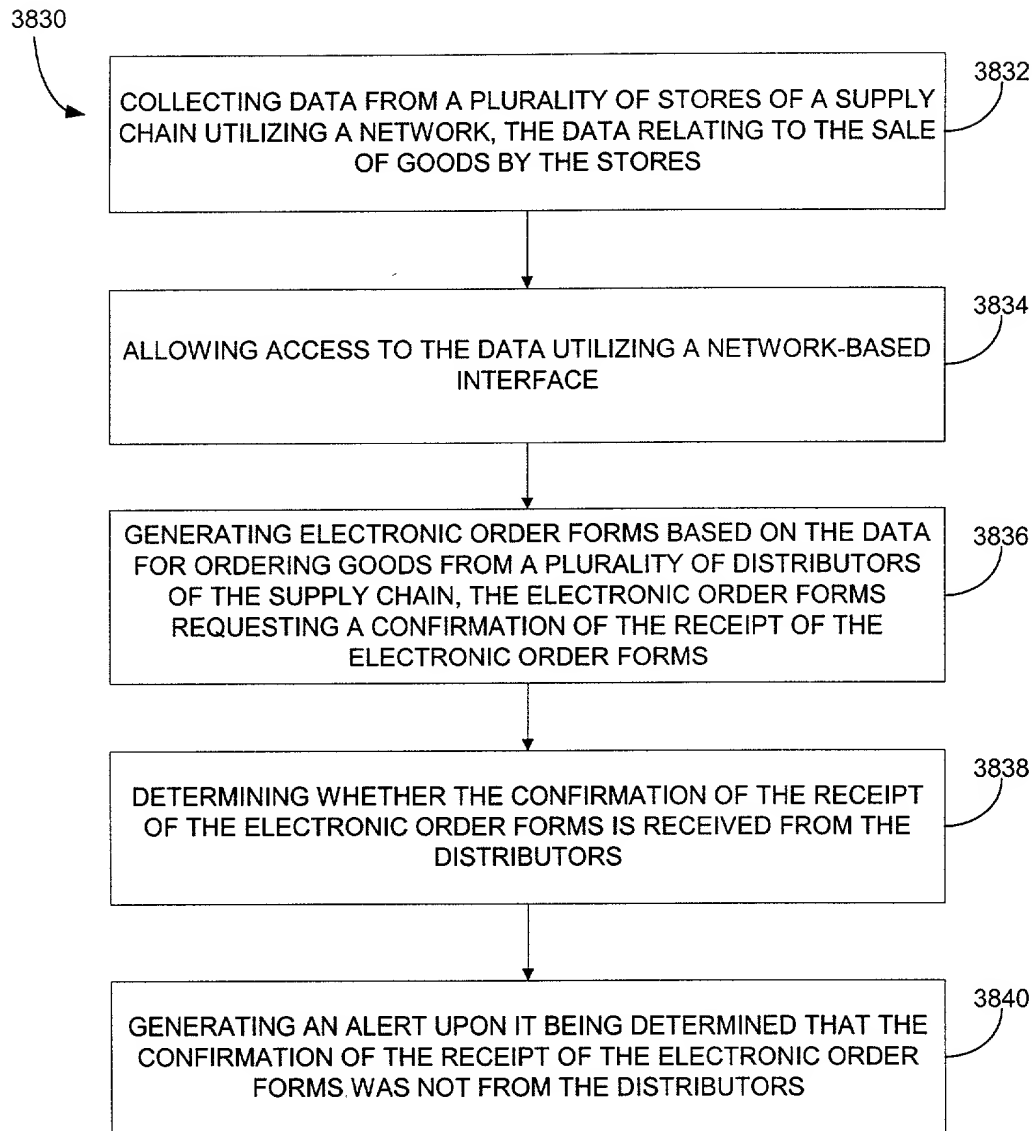
/1 Includes on food cost index items.

/2 Based on FY 99 Sales Volumes

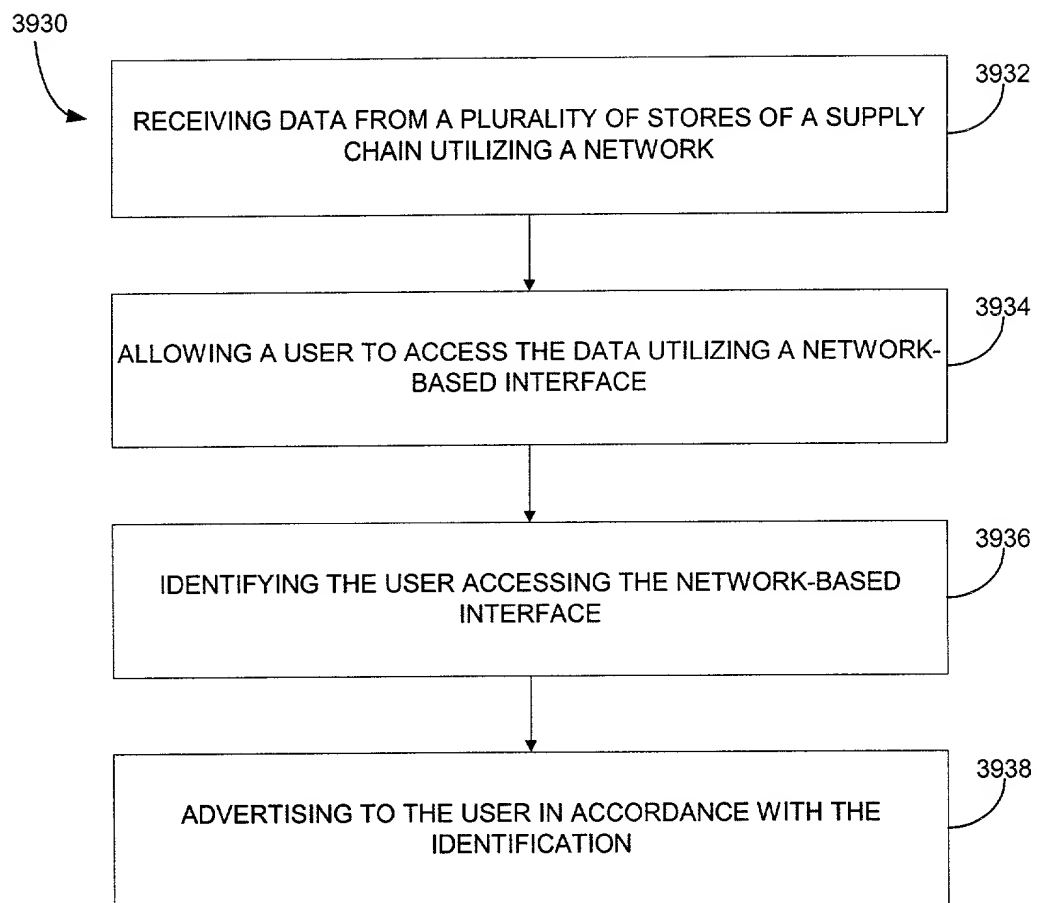
FIG. 36



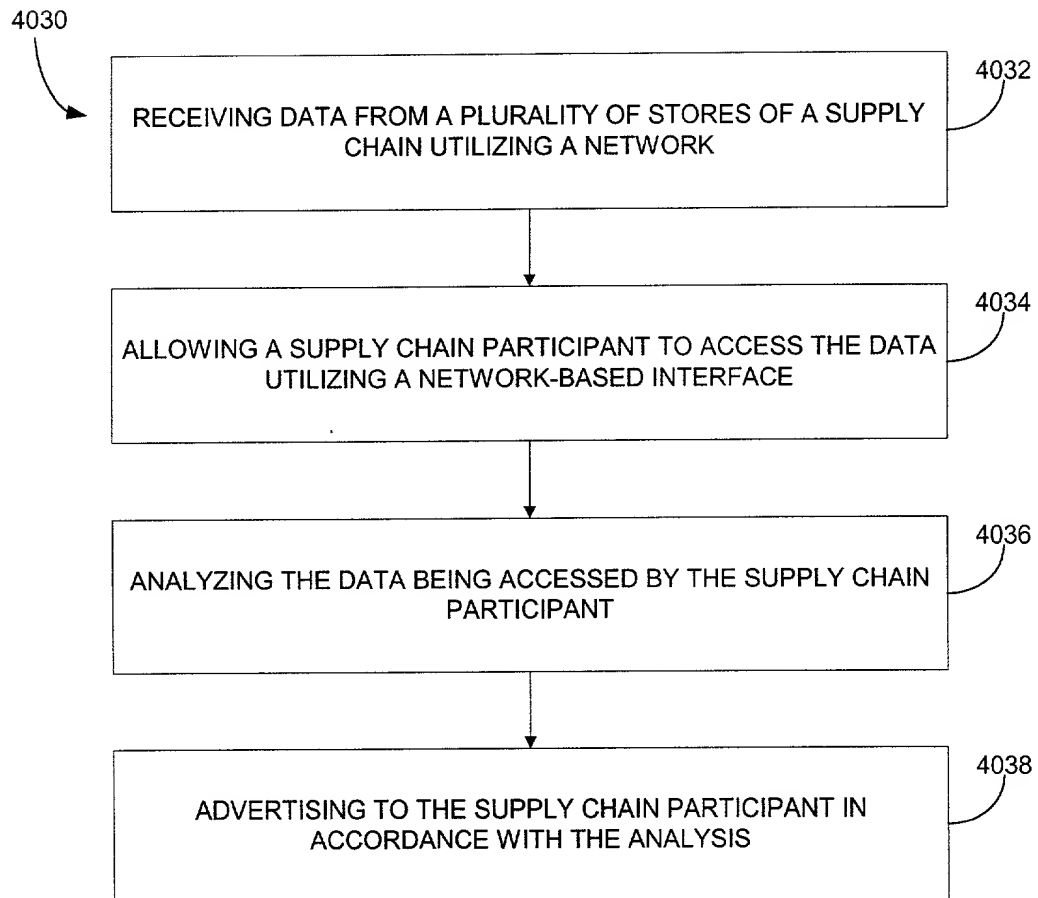
**FIG. 37**



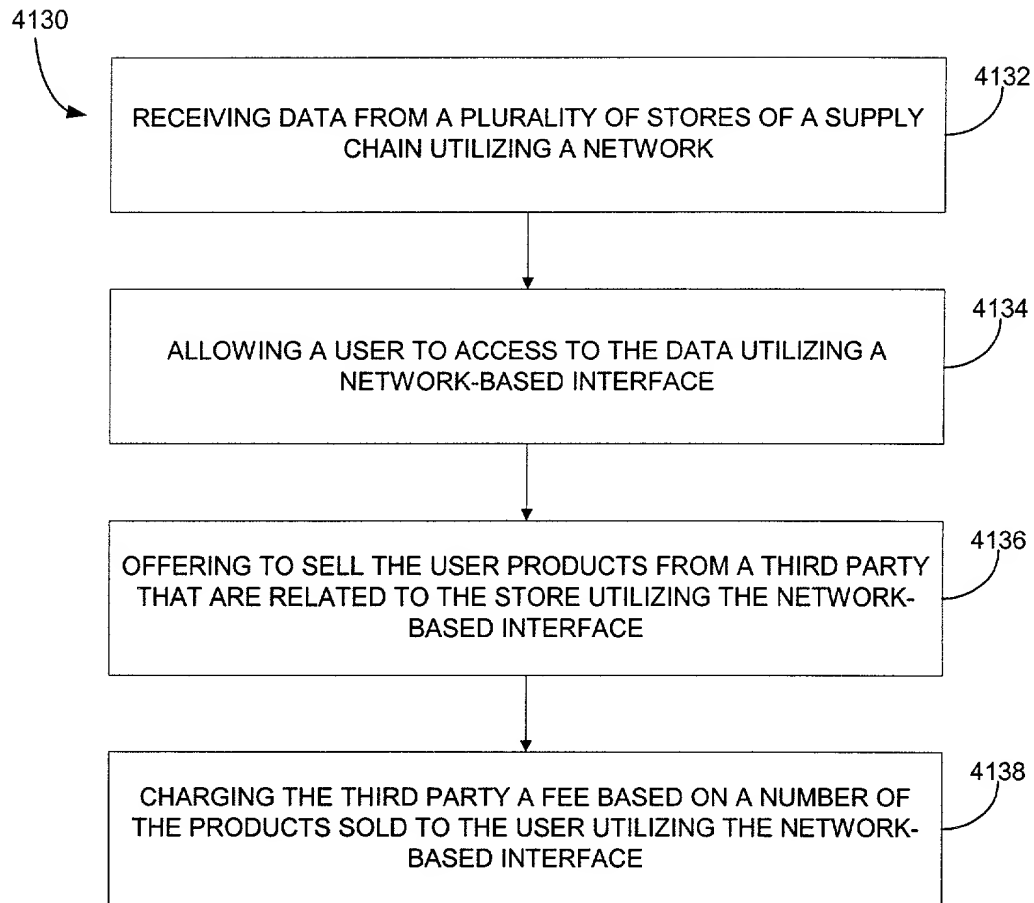
**FIG. 38**



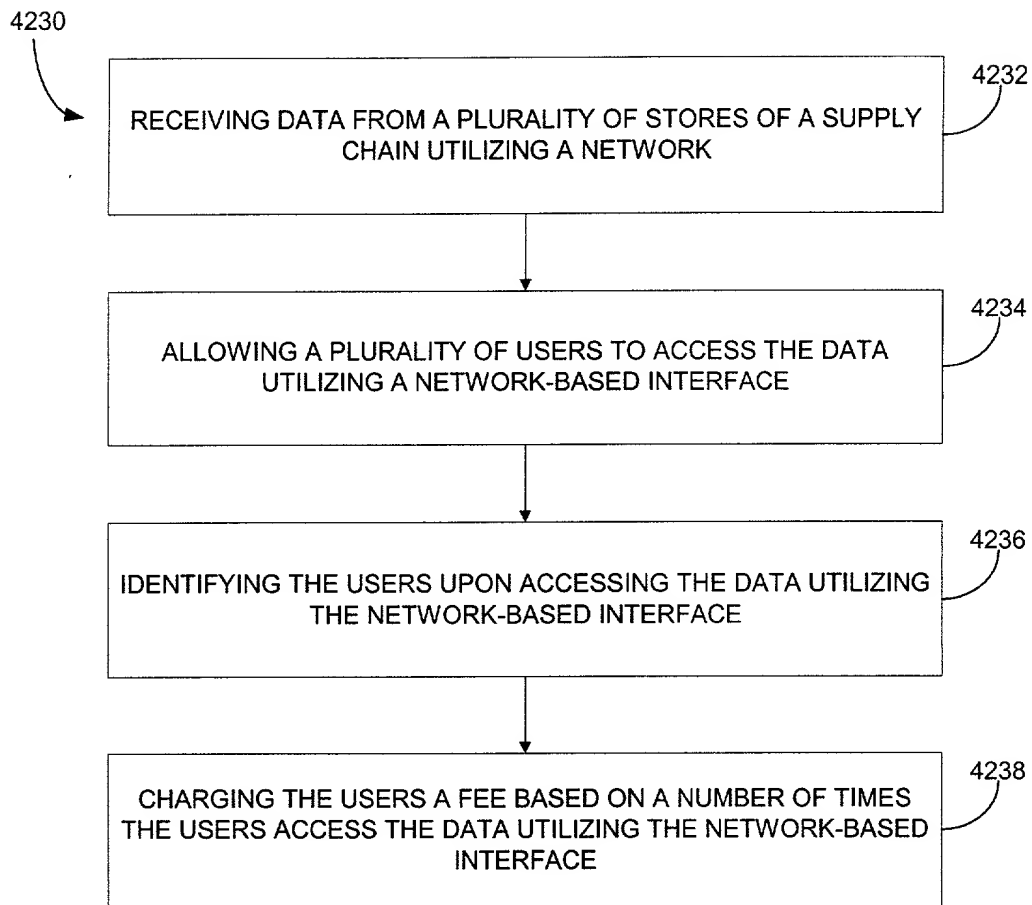
**FIG. 39**



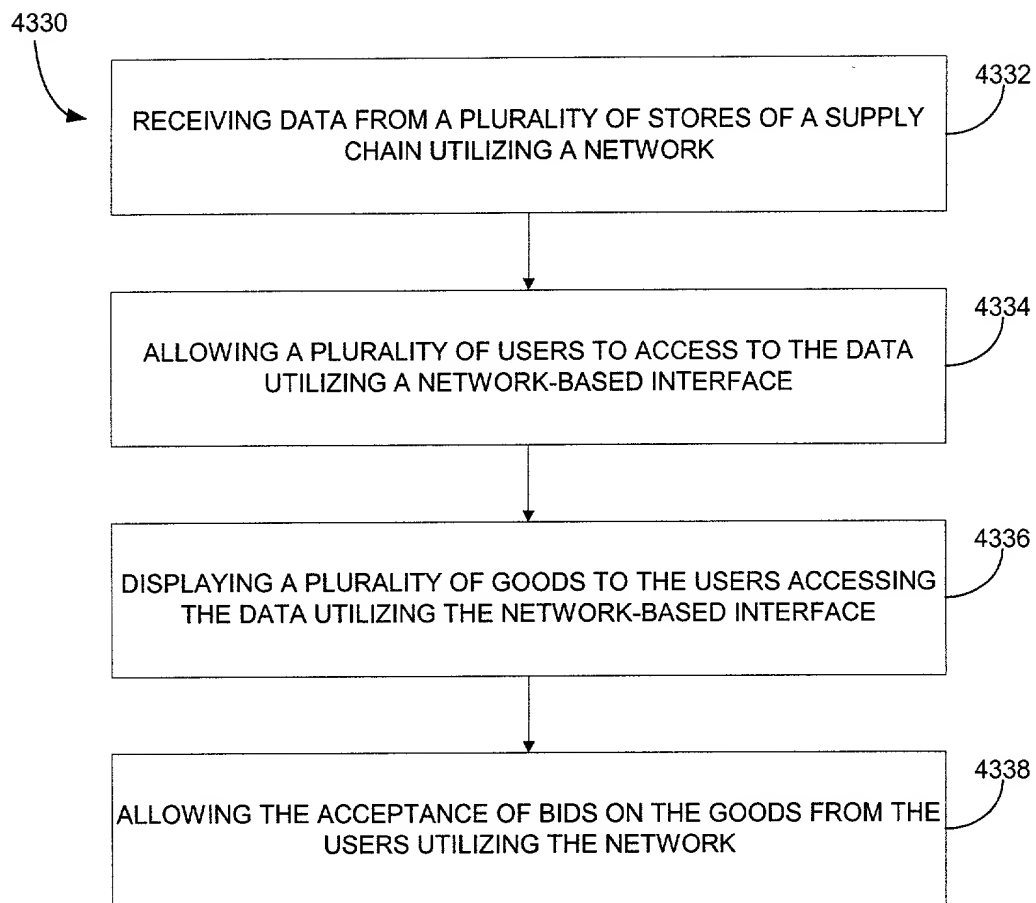
**FIG. 40**



**FIG. 41**

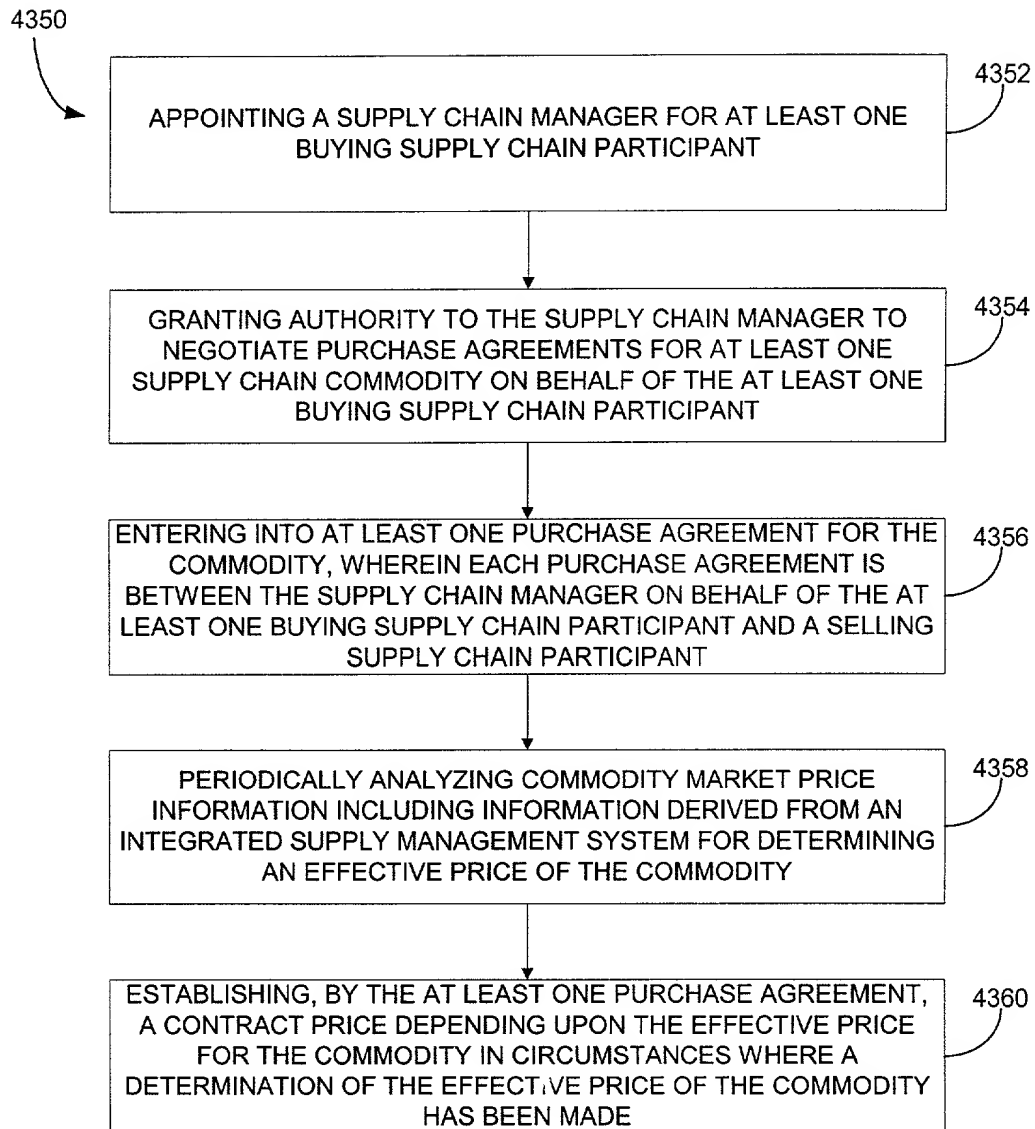


**FIG. 42**

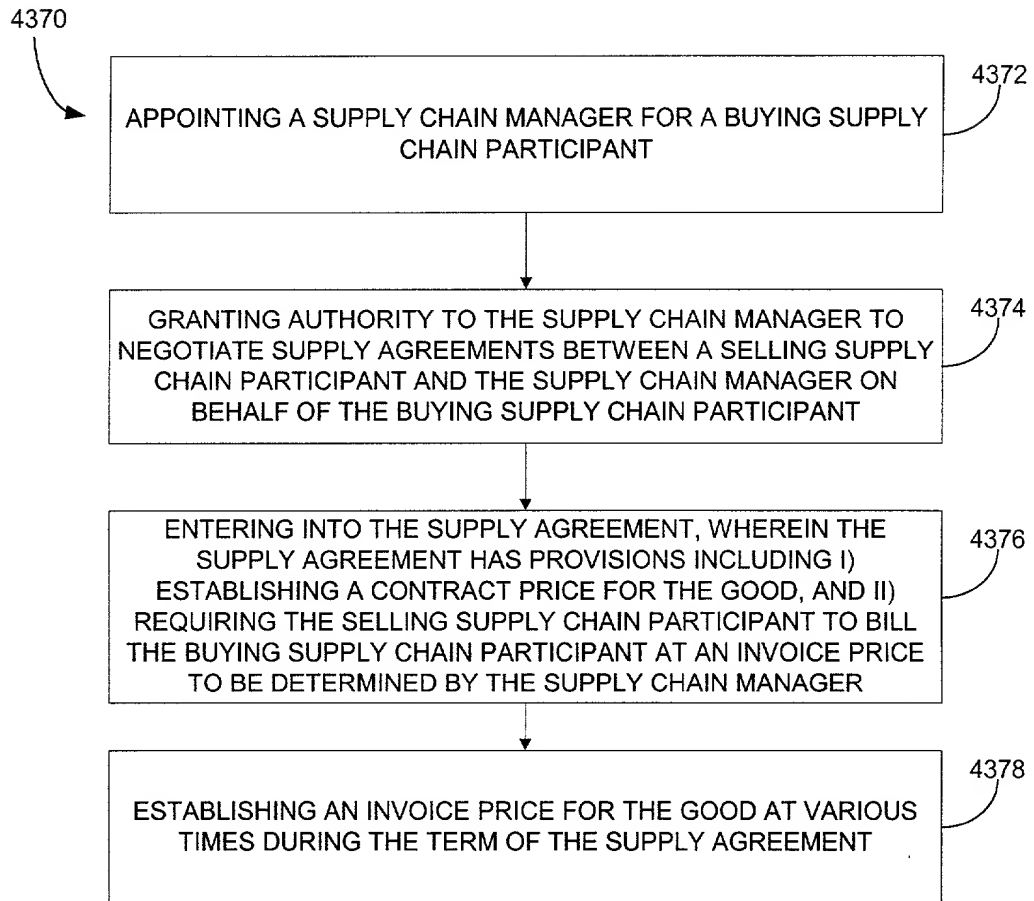


**FIG. 43A**

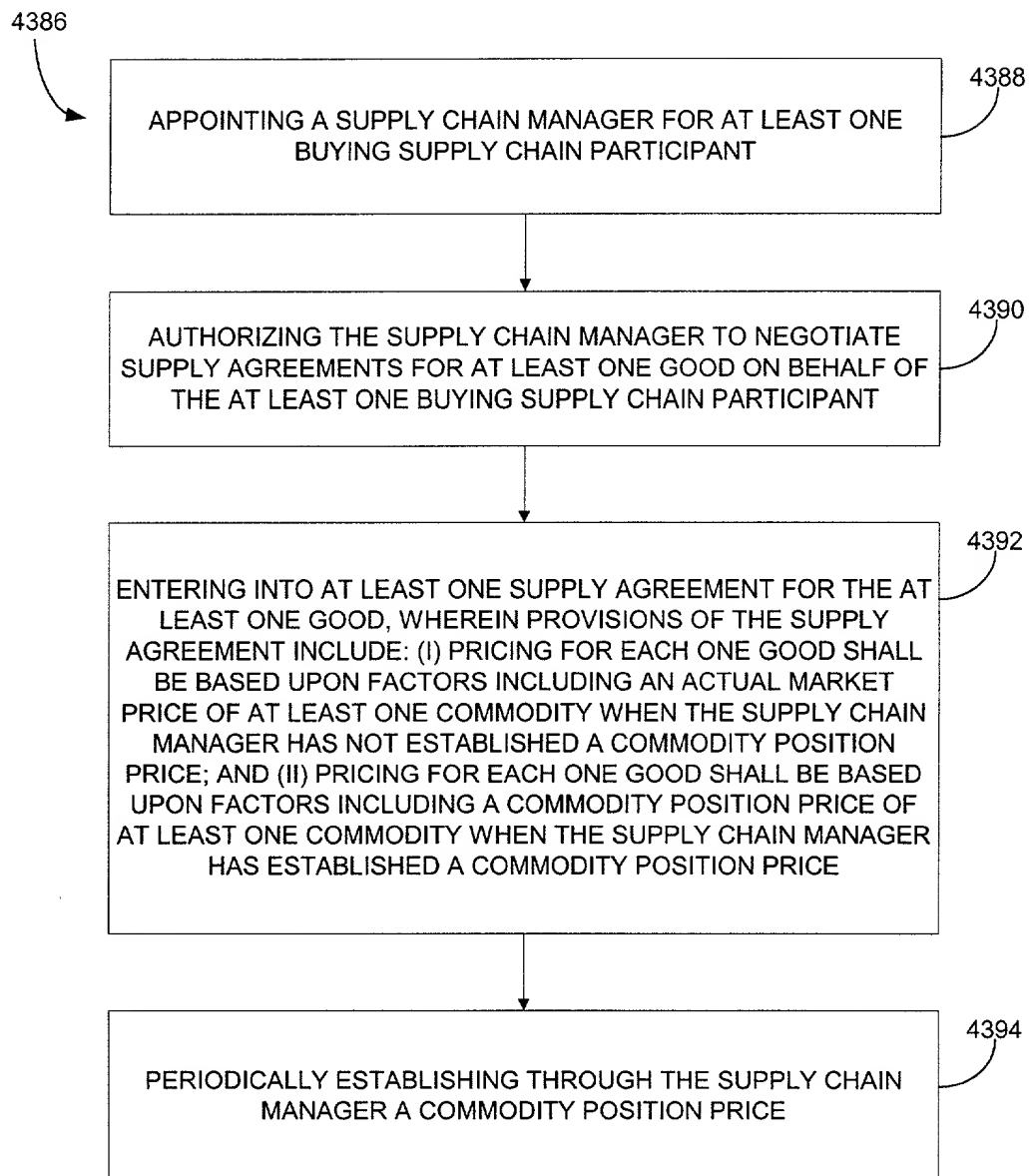




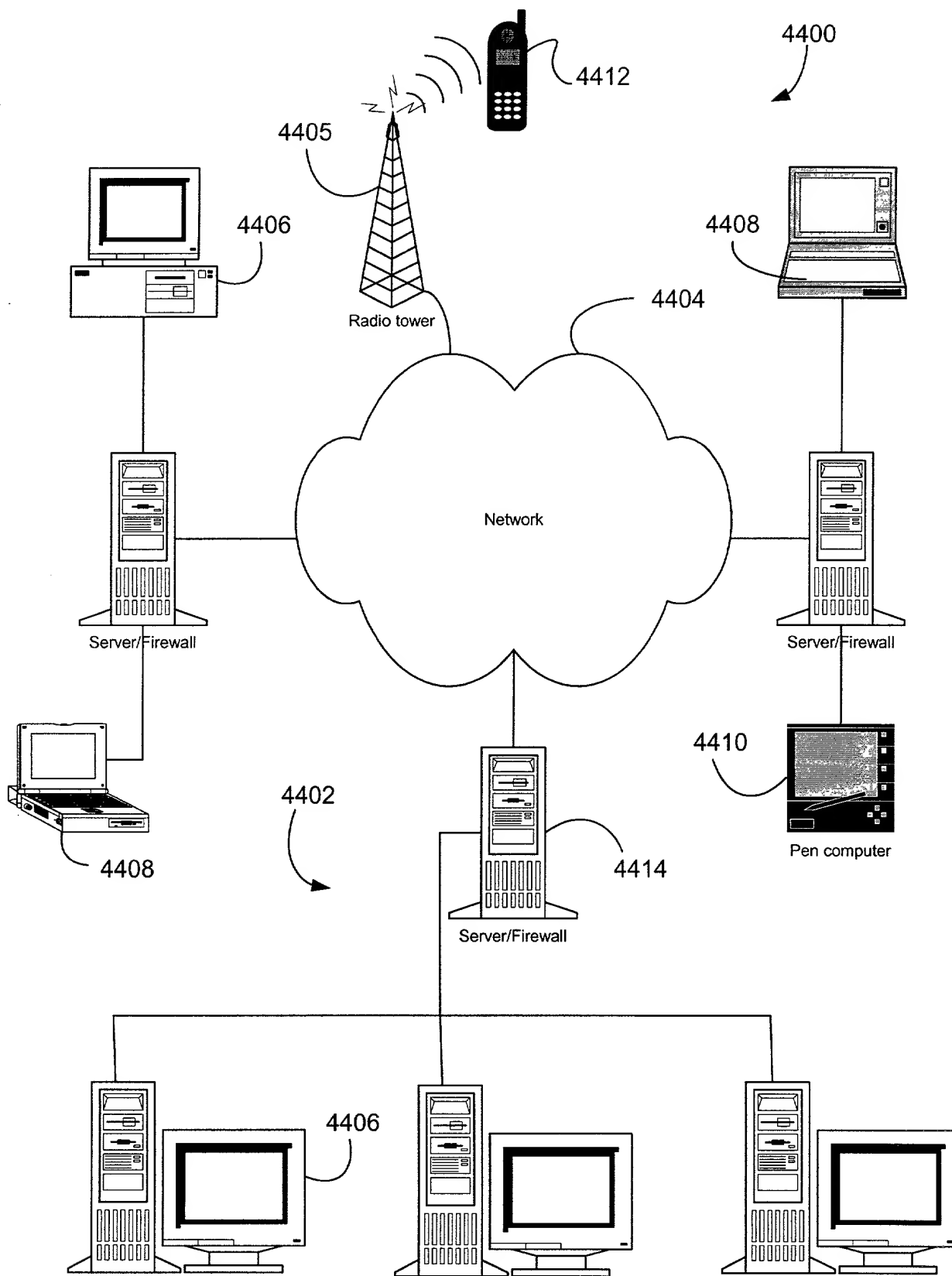
**FIG. 43B**



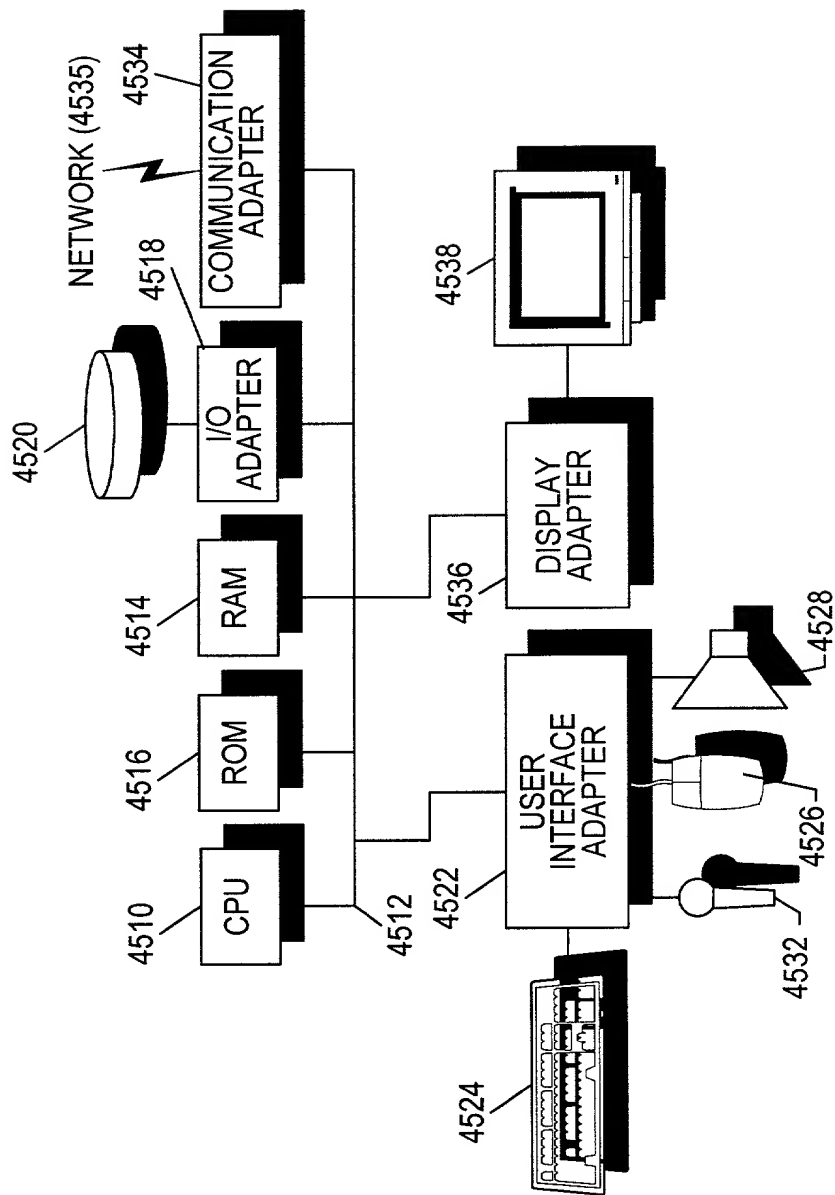
**FIG. 43C**



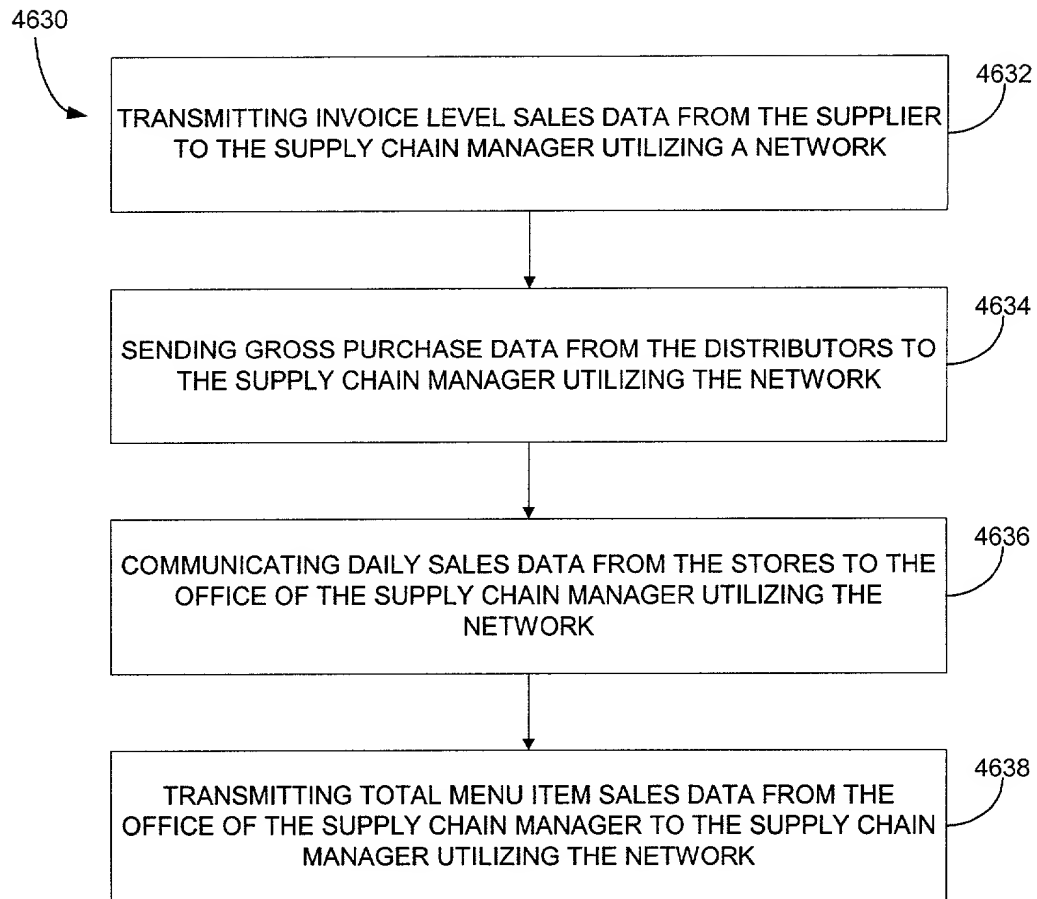
**FIG. 43D**



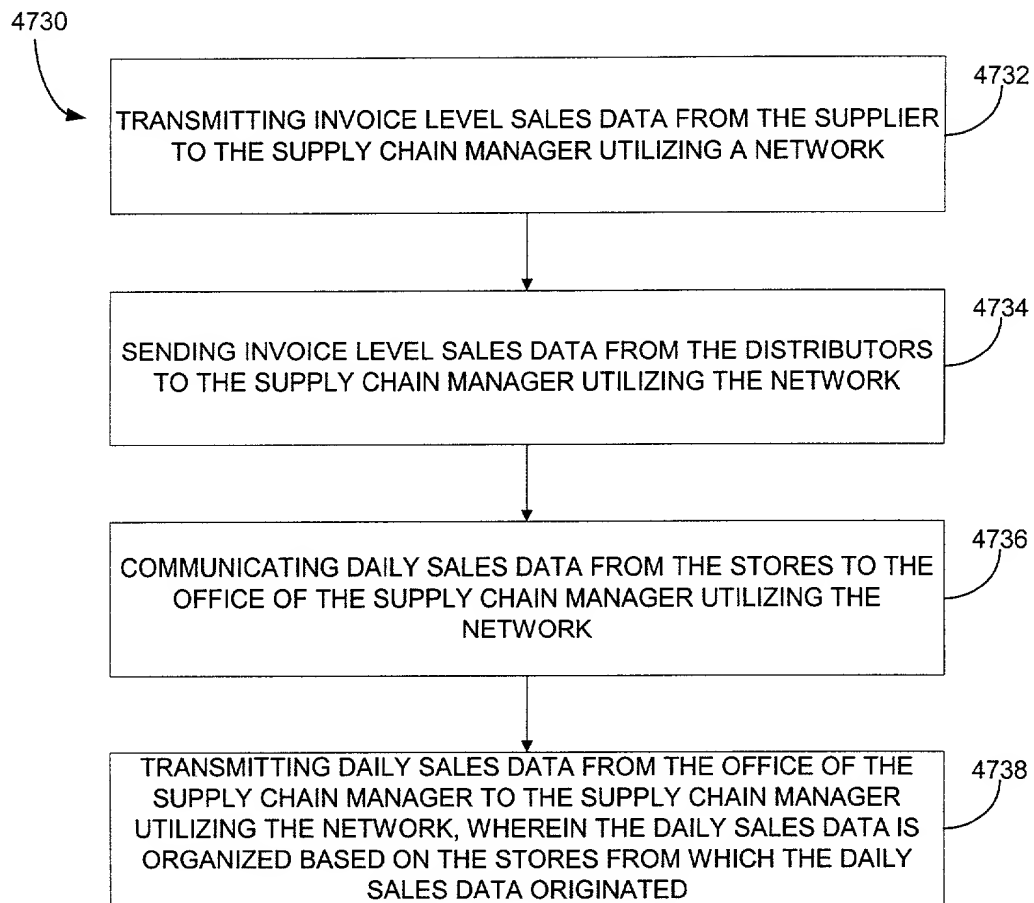
**FIG. 44**



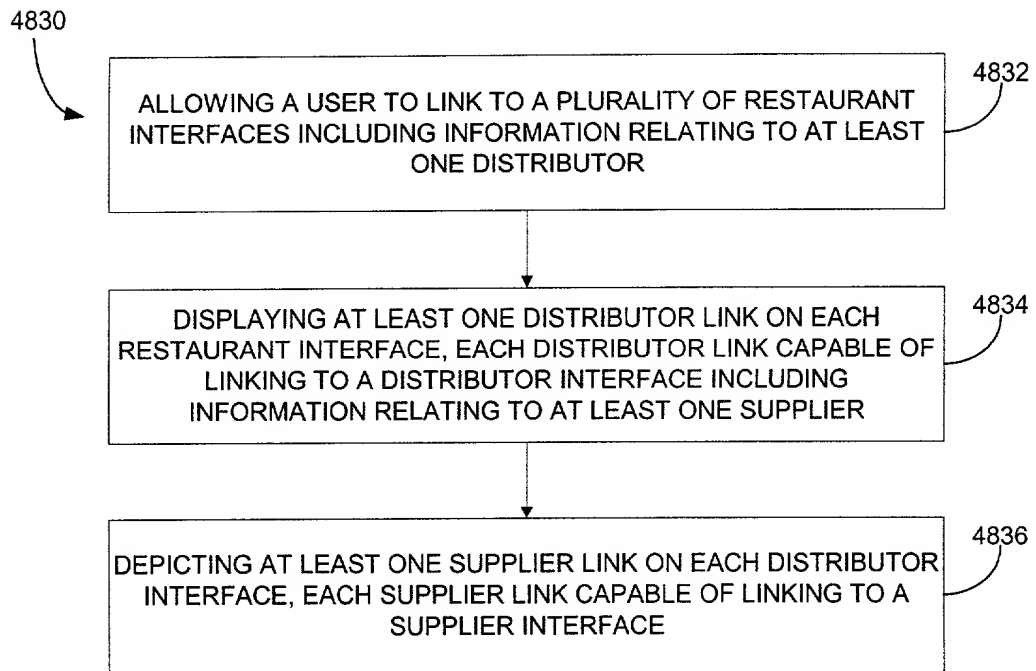
**FIG. 45**



**FIG. 46**



**FIG. 47**



**FIG. 48**



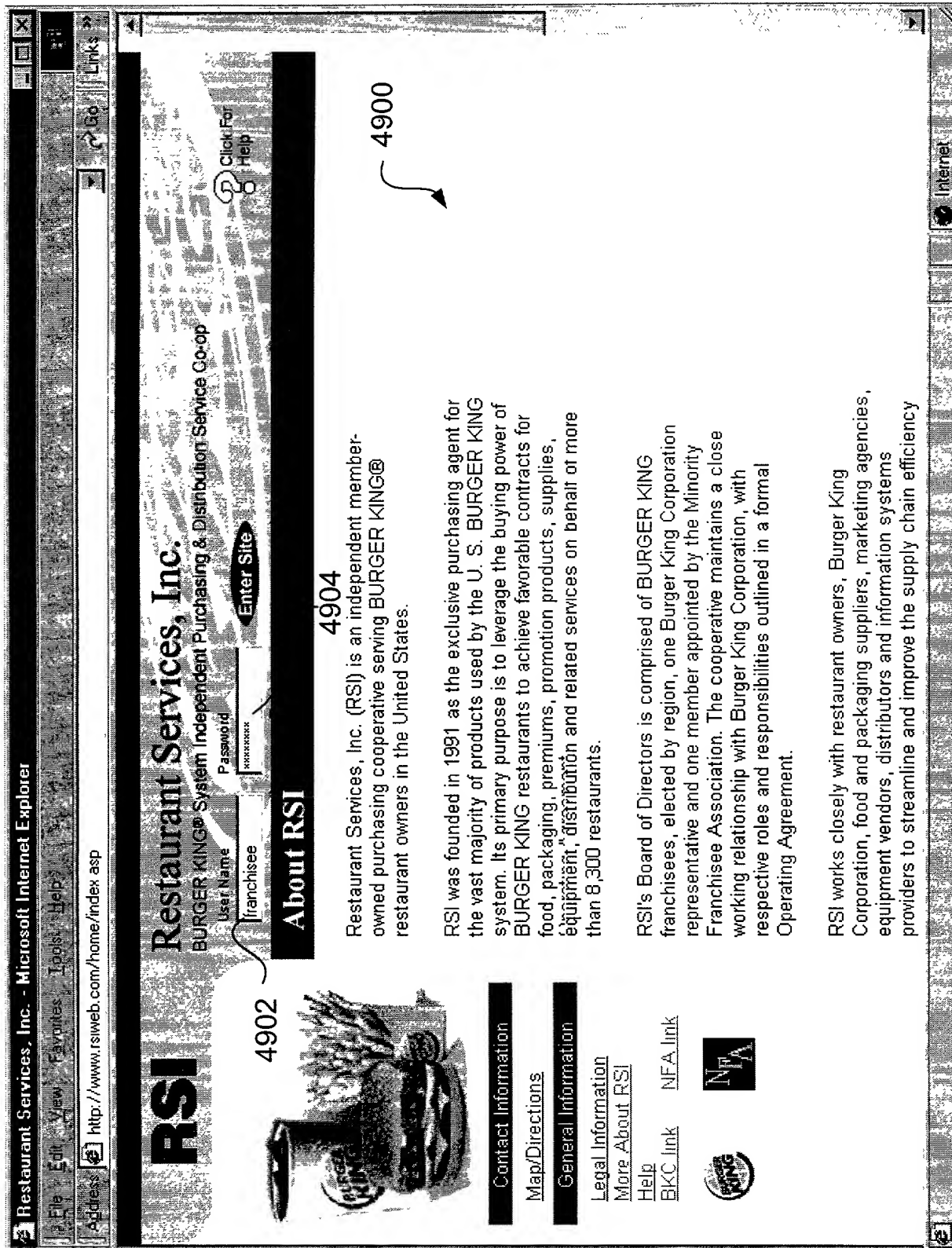


FIG. 49

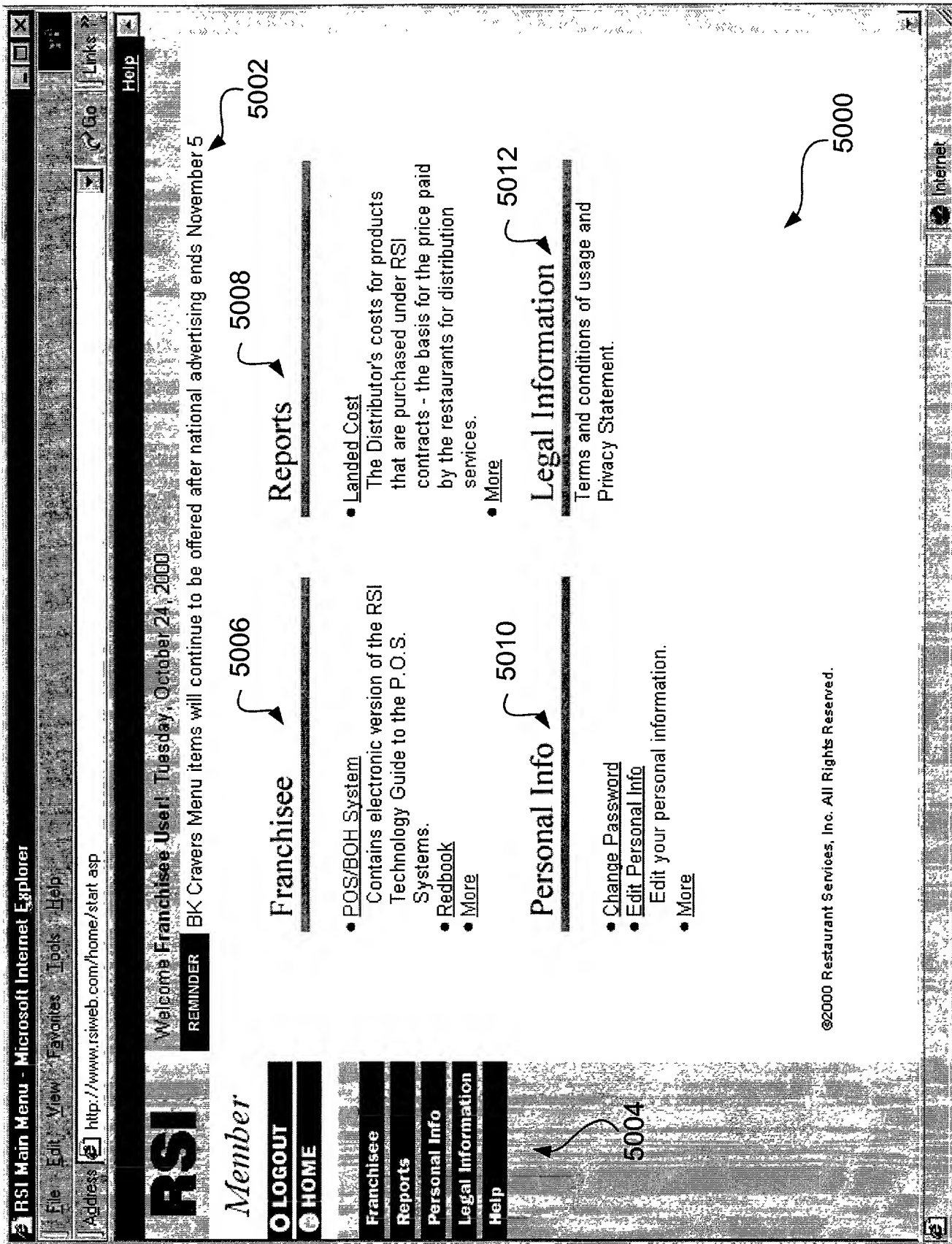
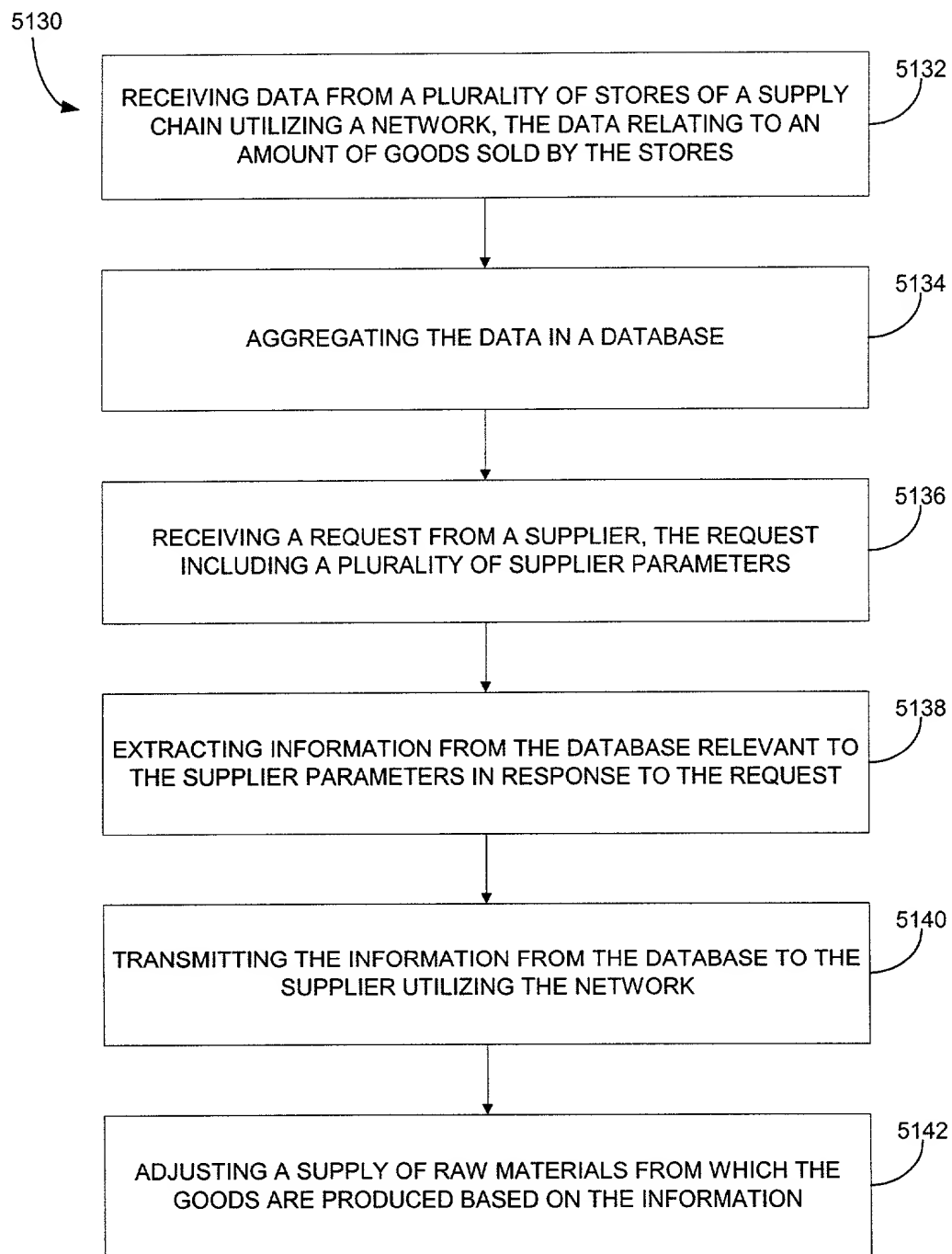
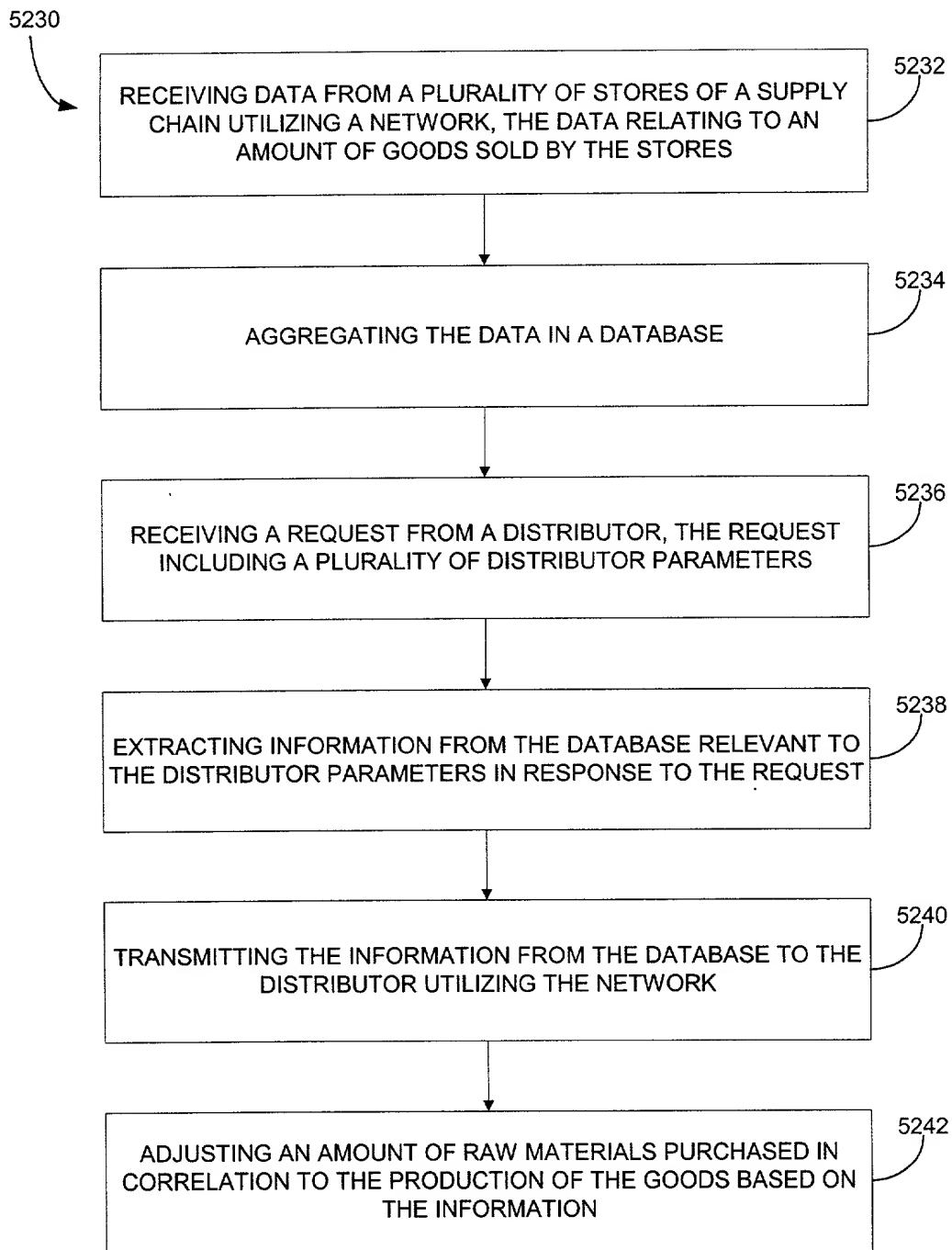


FIG. 50



**FIG. 51**



**FIG. 52**

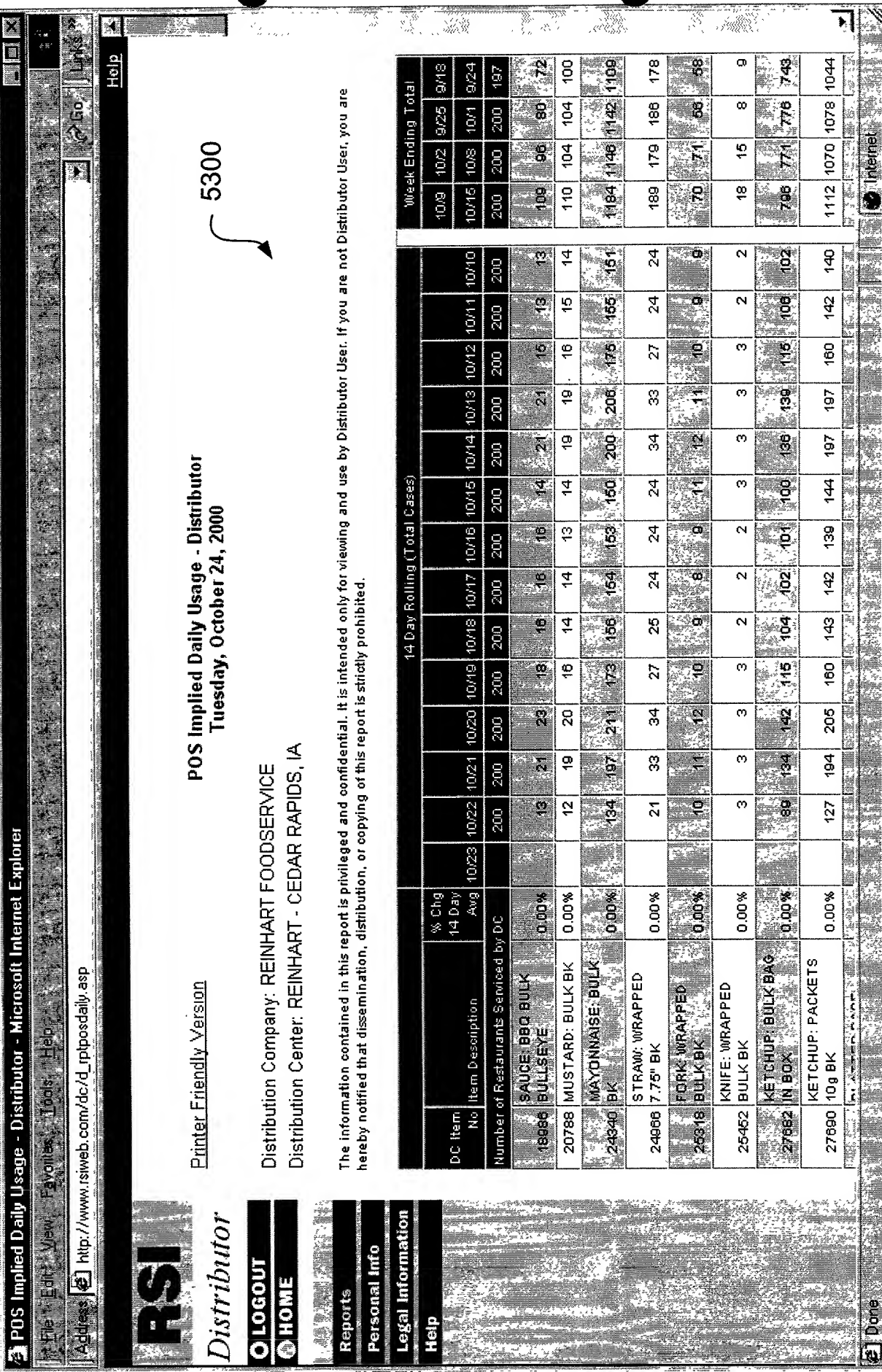


FIG. 53

**RSI***Distributor***LOGOUT****HOME****Reports****Personal Info****Legal Information****Help**[Printer Friendly Version](#)

## REINHART - CEDAR RAPIDS, IA

### Local Promotion Summary by DC

Tuesday, October 24, 2000

5400

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| Local Promotion Option | ADI                             | Start Date | Projected Dly Usage | Duration (In Weeks) | Participating Rest Count | Non-Participating Restaurants |
|------------------------|---------------------------------|------------|---------------------|---------------------|--------------------------|-------------------------------|
| 32 oz. Motor Cup       | Chicago, IL                     | 6/1/00     | 85                  | 99                  | 8                        |                               |
|                        | Davenport-RI-Moline, IA         | 6/1/00     | 85                  | 32                  | 17                       |                               |
|                        | Des Moines-Ames, IA             | 7/10/00    | 85                  | 17                  | 28                       |                               |
|                        | Omaha, NE                       | 7/10/00    | 85                  | 17                  | 50                       |                               |
|                        | Peoria, IL                      | 6/1/00     | 85                  | 99                  | 17                       |                               |
|                        | St. Louis City, IA              | 6/26/00    | 85                  | 99                  | 10                       |                               |
| 32 oz. Motor Cup Total | Springfield-Decatur-Chmpg, IL   | 6/1/00     | 85                  | 99                  | 1                        | 131                           |
|                        | Cedar Rapids-Waterloo-Dubuq, IA | 4/15/00    |                     | 99                  | 19                       |                               |
|                        | Davenport-RI-Moline, IA         | 4/15/00    |                     | 99                  | 17                       |                               |
|                        | Ottumwa-Kirkville, IA           | 4/15/00    |                     | 99                  | 3                        |                               |
| Big King Total         |                                 |            |                     |                     | 39                       |                               |
|                        | Chicago, IL                     | 5/15/00    | 20                  | 99                  | 8                        |                               |
|                        | Peoria, IL                      | 5/1/00     | 20                  | 99                  | 17                       |                               |
| Pancake Minis          | St. Louis City, IA              | 4/15/00    | 20                  | 99                  | 10                       |                               |
|                        |                                 |            |                     |                     | 35                       |                               |
| Pancake Minis Total    |                                 |            |                     |                     |                          |                               |

FIG. 54



HOME



5500

POS Implied Daily Usage - Supplier  
Tuesday, October 24, 2000

Supplier: TYSON FOODS

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Done

Internet

**FIG. 55**

Address [http://www.rsiweb.com/itan/r\\_l\\_rptlc.asp?report=true](http://www.rsiweb.com/itan/r_l_rptlc.asp?report=true)

**RSI**

Member

**LOGOUT**

**HOME**

Franchisee

Reports

Personal Info

Legal Information

Help

## Landed Cost Report

5600

Restaurant Number: 0003473

Date: 10/22/00

Retrieve

Printer Friendly Version

### Restaurant Landed Cost Verification Report

Report Date: Sunday, October 22, 2000

Restaurant Number: 0003473

Distribution Center: REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris

Contact Number: 305-529-3409

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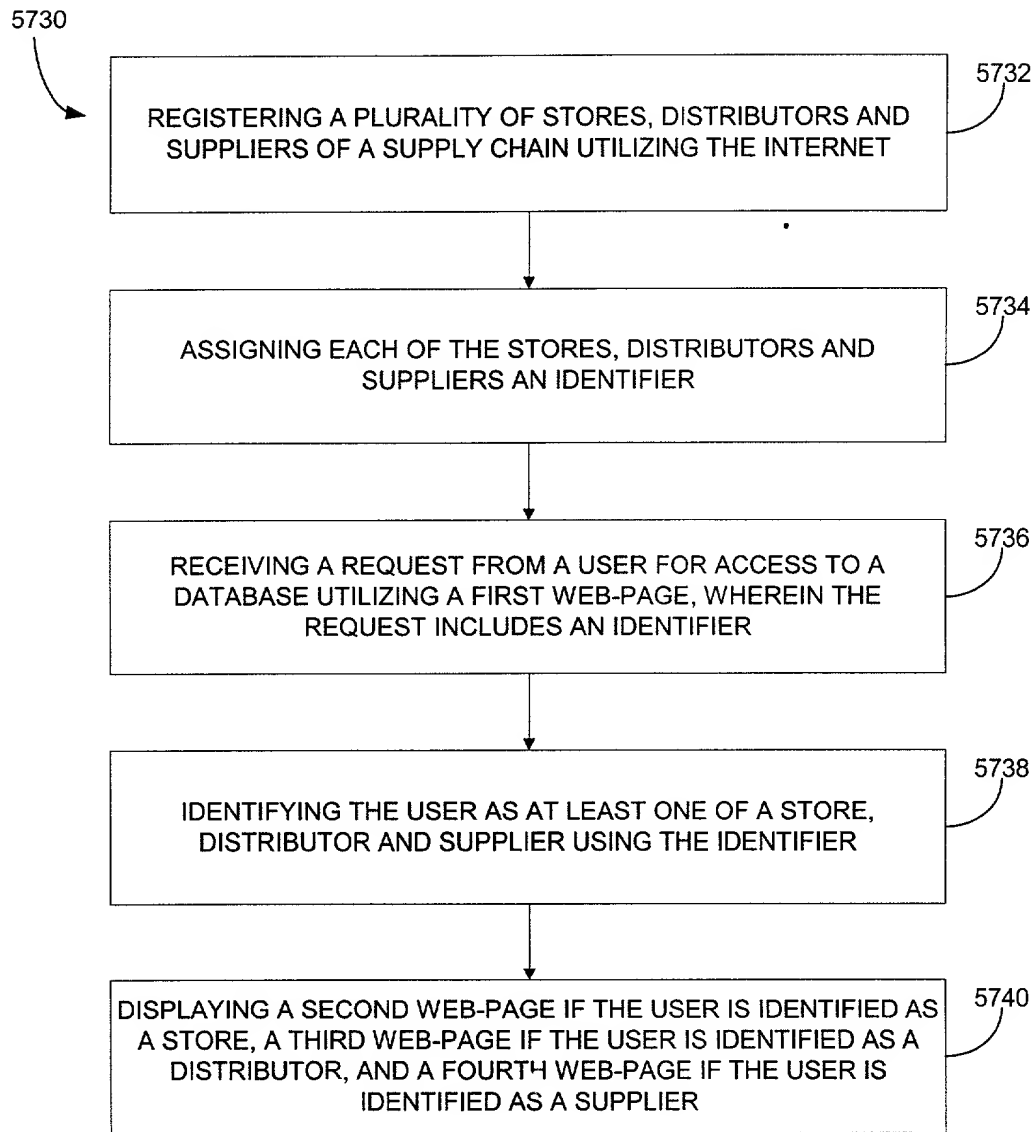
| DC Item No | RSI Item No | RSI Item Description               | DC Cost | Markup | Rest Cost |
|------------|-------------|------------------------------------|---------|--------|-----------|
| 10340      | 4439        | REGISTER TAPE THERMAL 2.25" X 166' | \$21.27 | \$1.57 | \$22.84   |
| 12860      | 3586        | SUGAR SUBSTITUTE PINK PKT 2000 CT  | \$5.87  | \$1.57 | \$7.44    |
| 18086      | 369         | SAUCE-BULK-KRAFTBULLSEYE           | \$24.48 | \$1.57 | \$26.05   |
| 19432      | 4473        | COFFEE-FOLGERS REGULAR             | \$44.50 | \$1.57 | \$46.07   |
| 20788      | 87          | MUSTARD-BULK3GAL                   | \$8.46  | \$1.57 | \$10.02   |
| 20940      | 4281        | WRAP-LOCAL OPTION                  | \$29.78 | \$1.57 | \$31.35   |
| 24340      | 88          | SAUCE-BULK-MAYONNAISE              | \$7.81  | \$1.57 | \$9.38    |
| 24500      | 4270        | WATER-ICE MOUNTAIN 5L              | \$6.41  | \$1.57 | \$7.98    |

Done

Internet

FIG. 56





**FIG. 57**

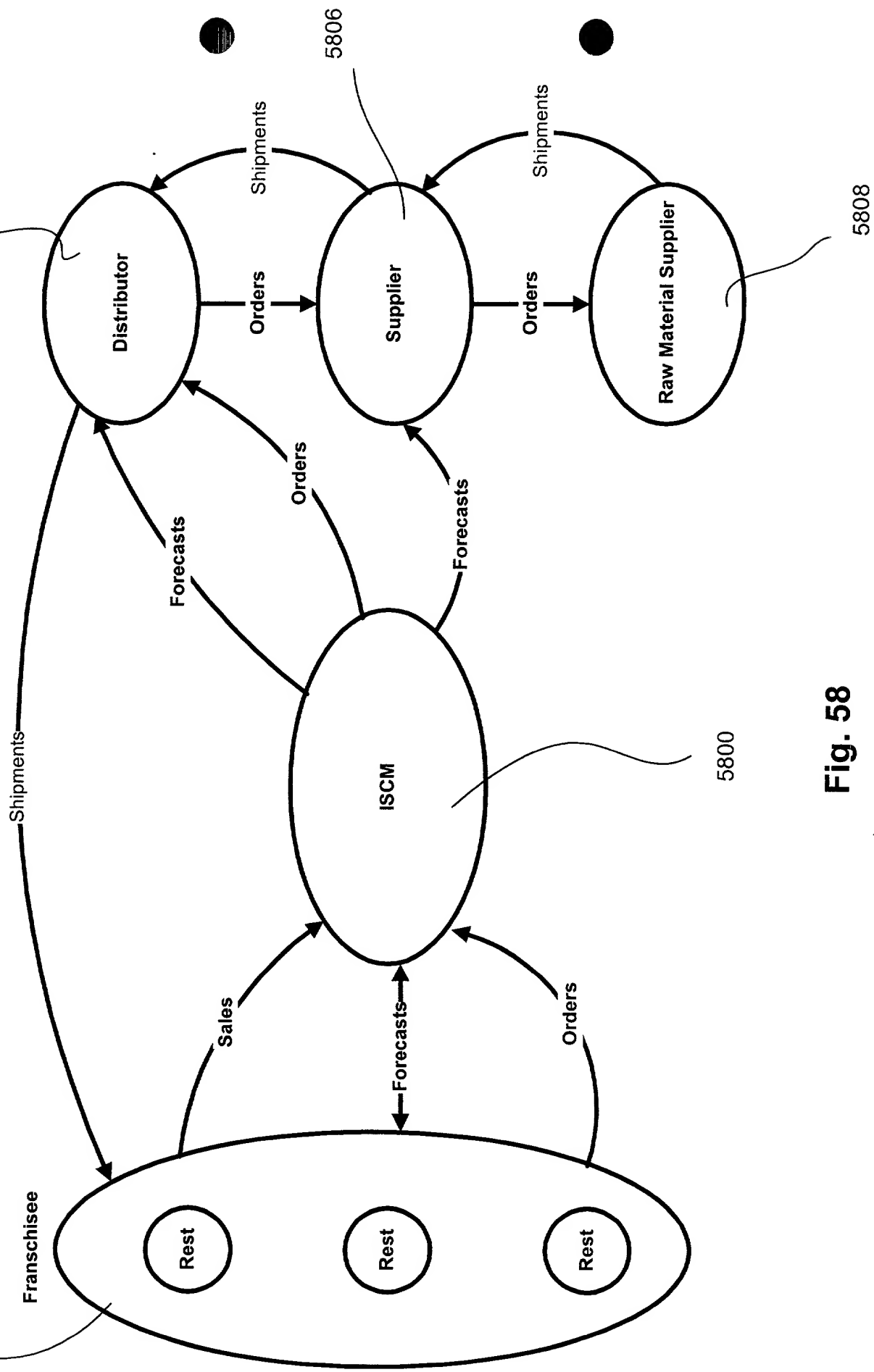
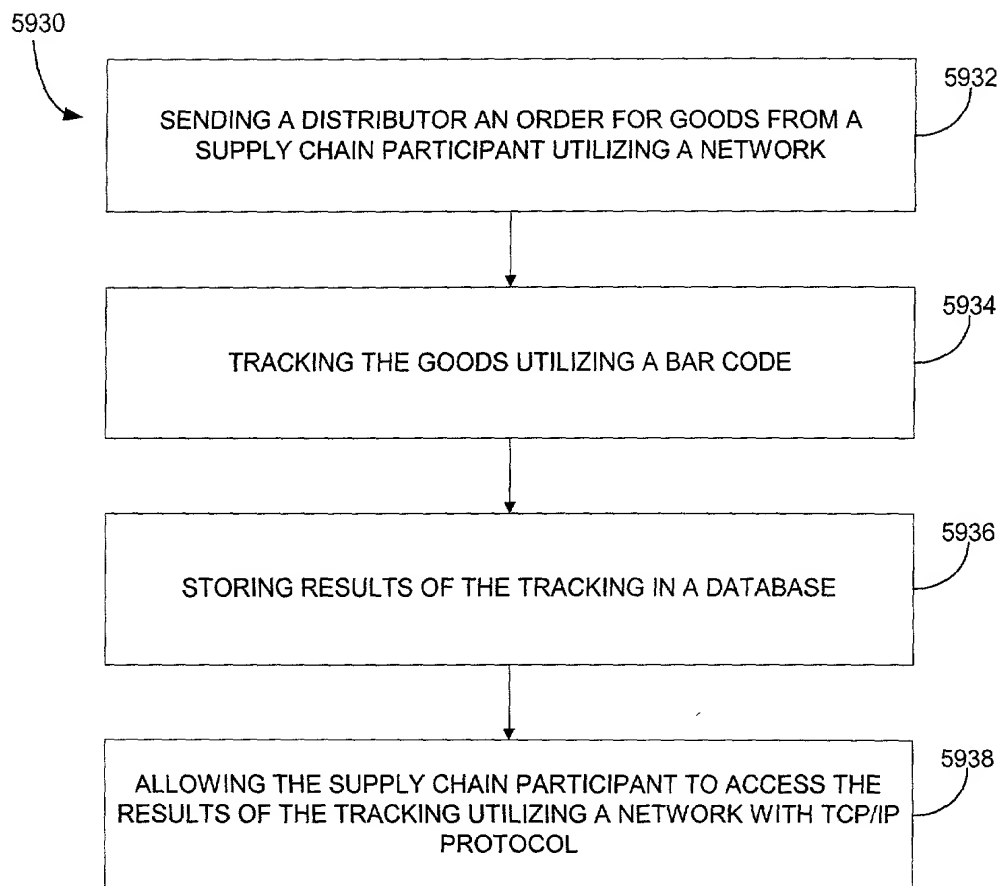


Fig. 58



**FIG. 59**

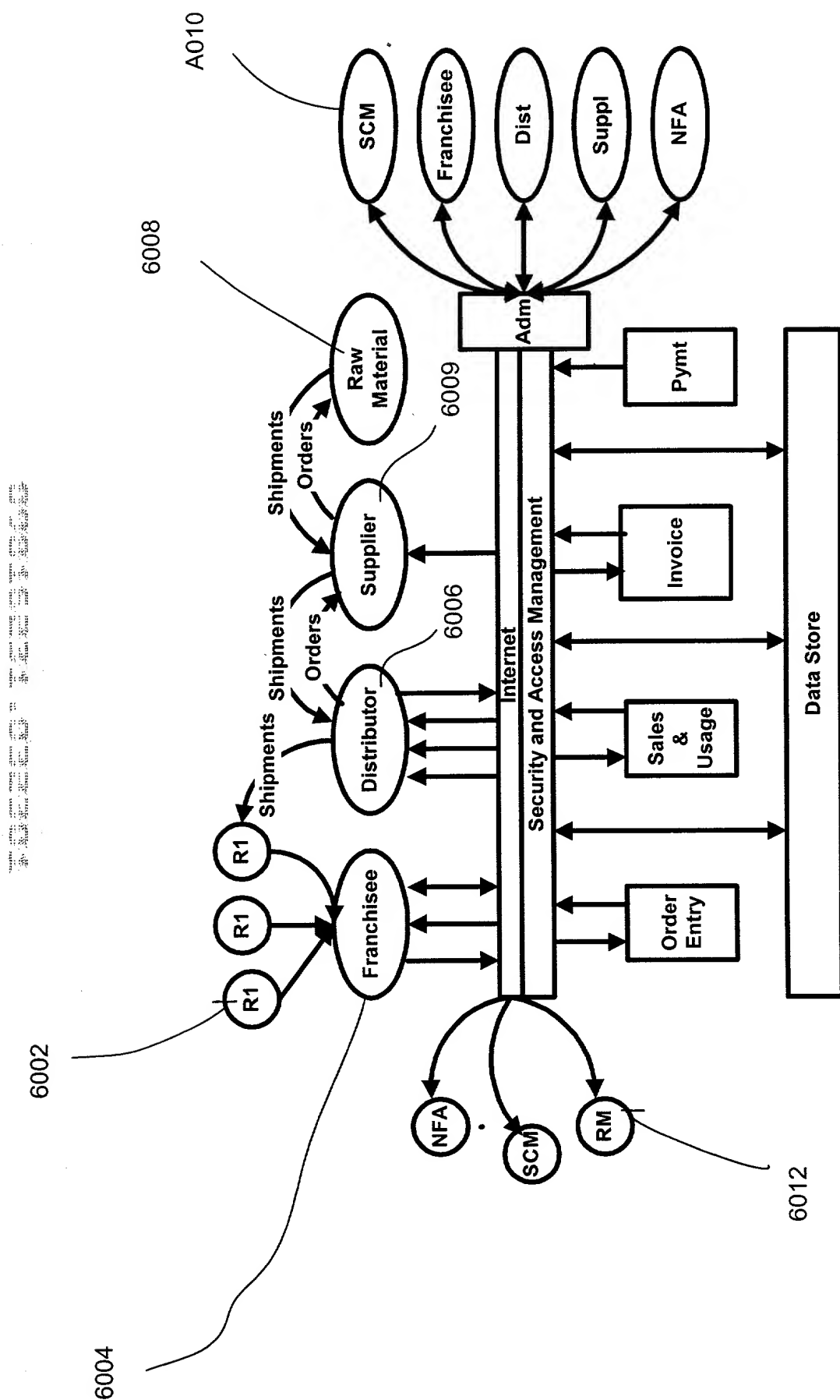


Fig. 60

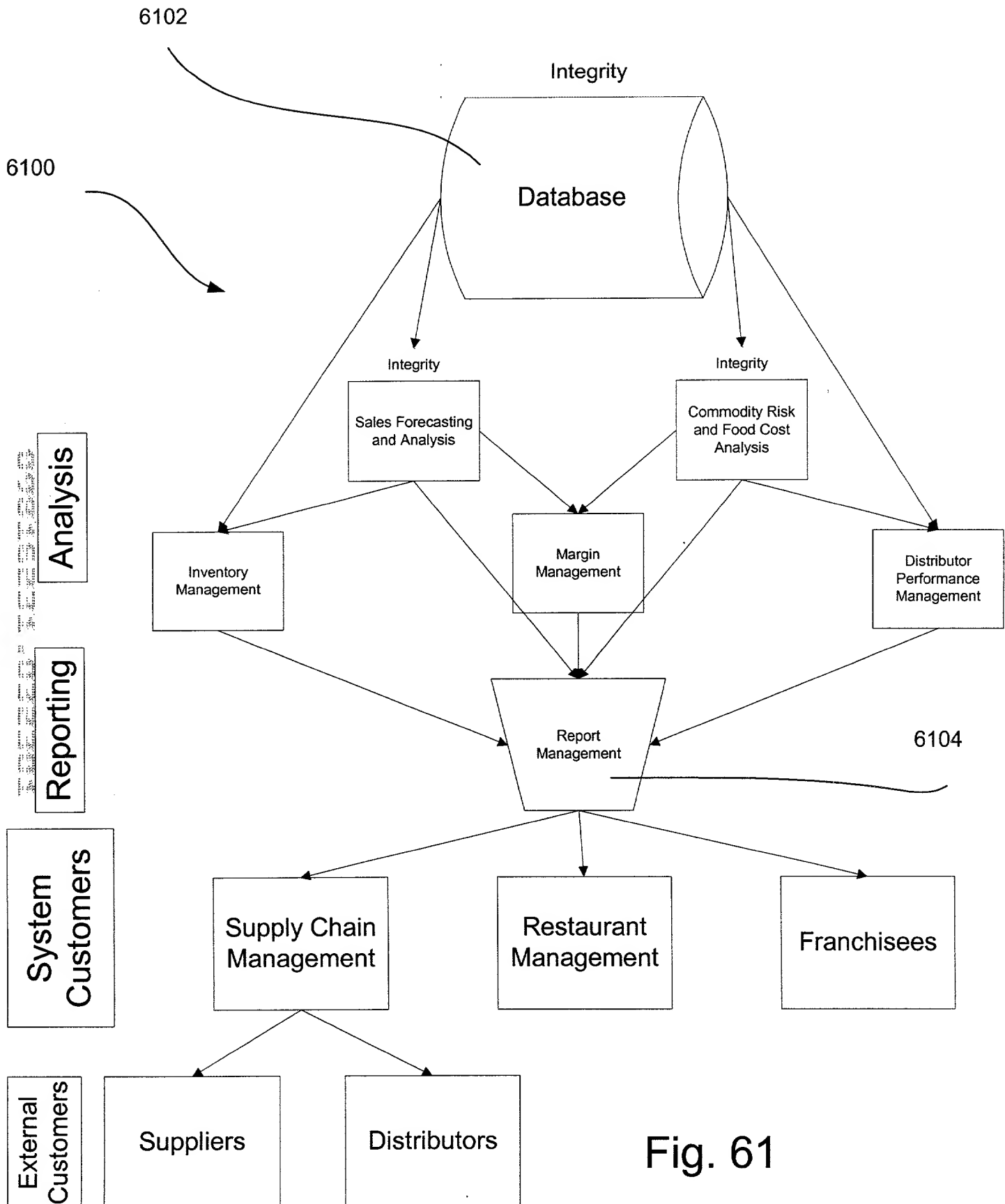
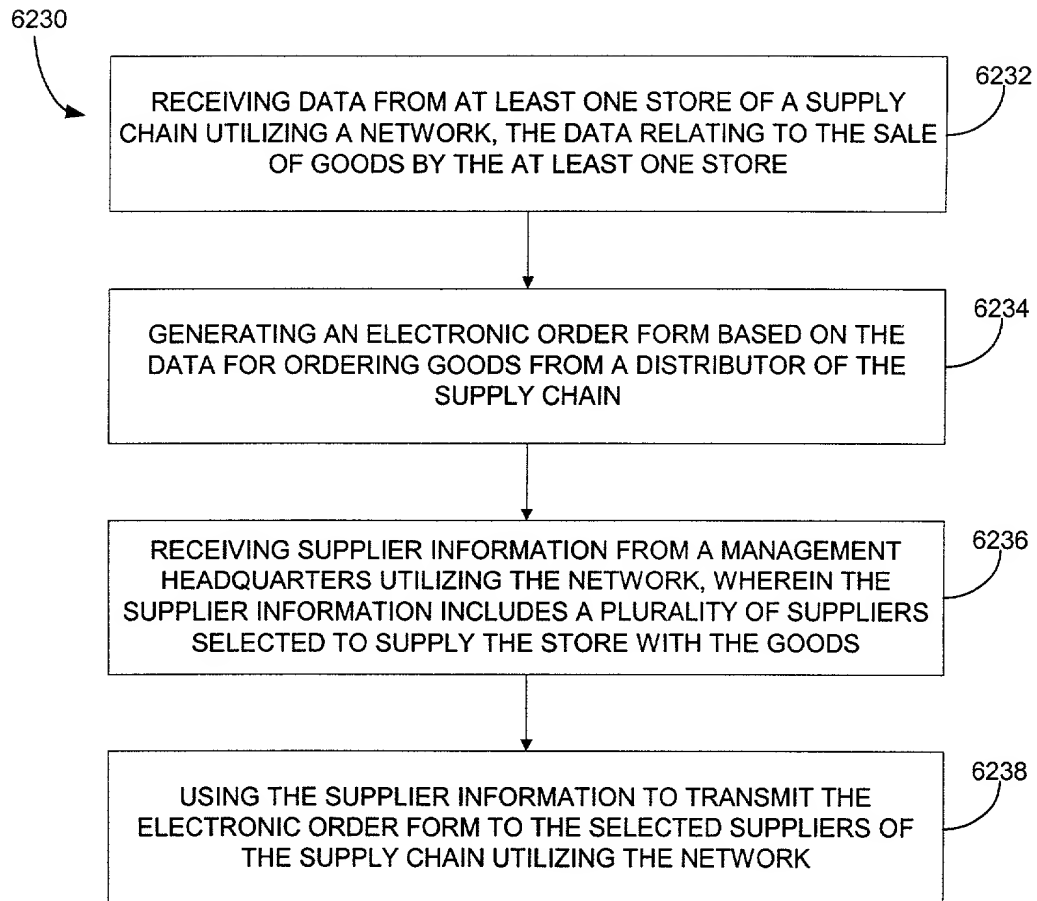


Fig. 61



**FIG. 62**

6300

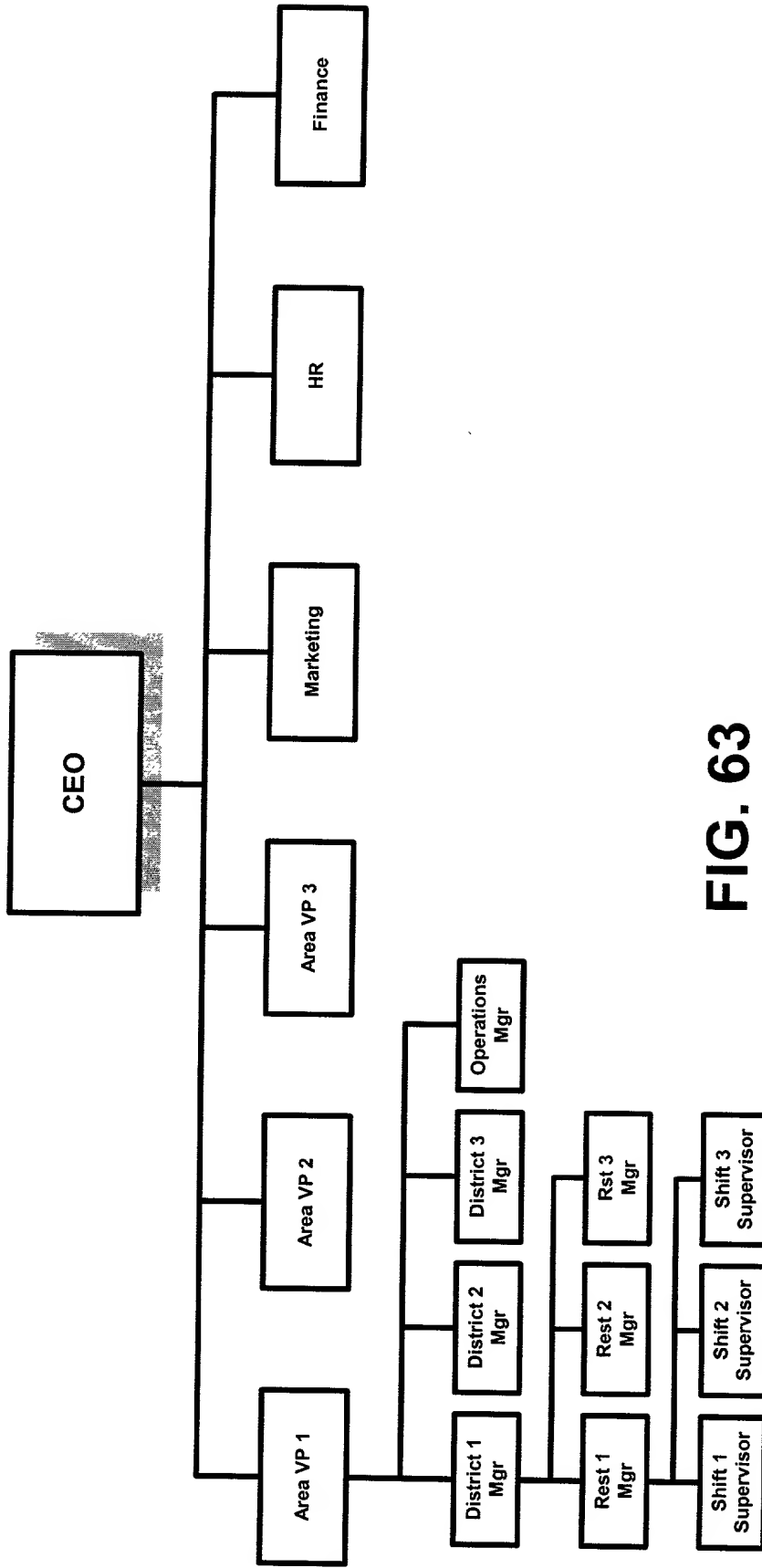
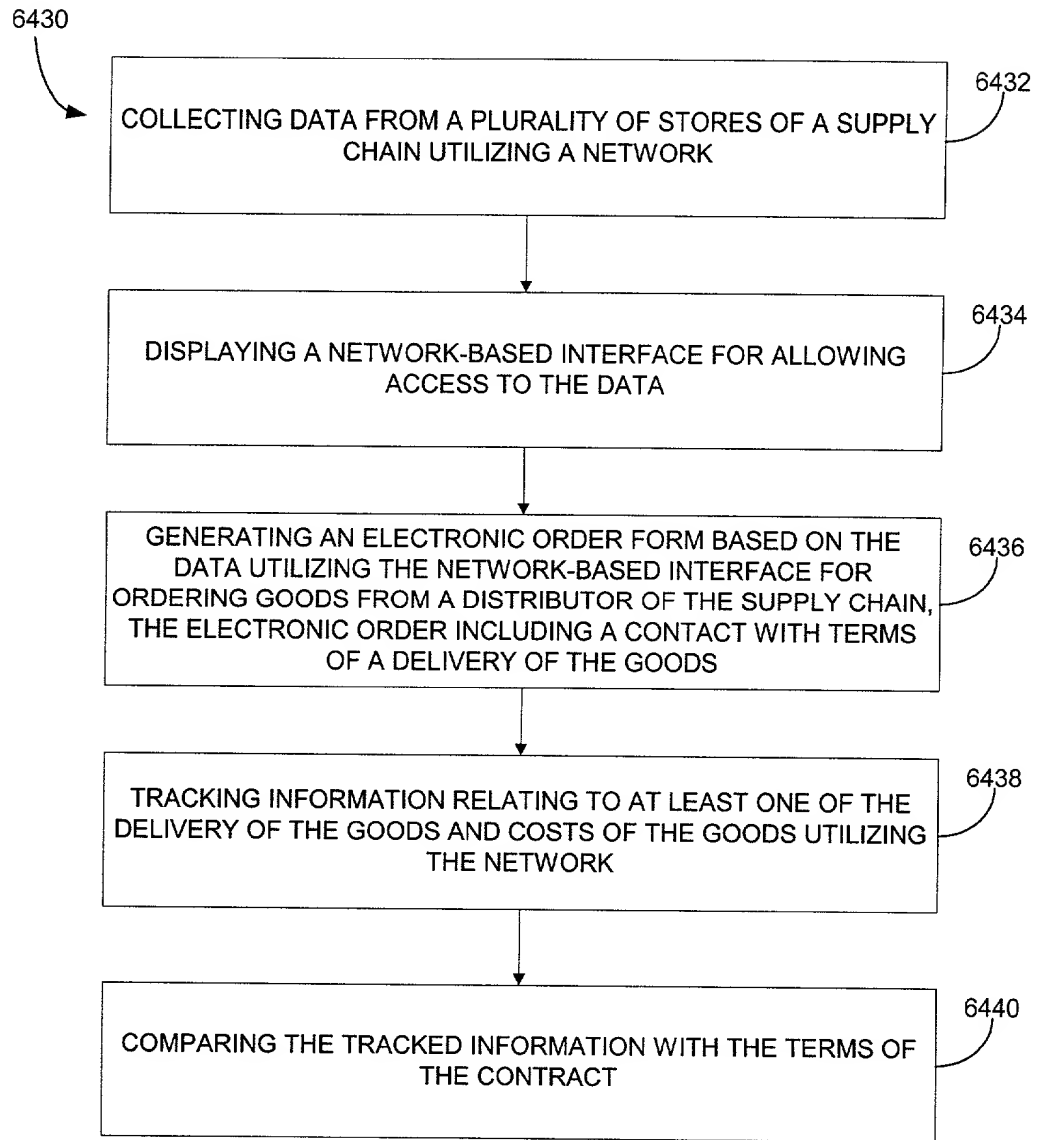
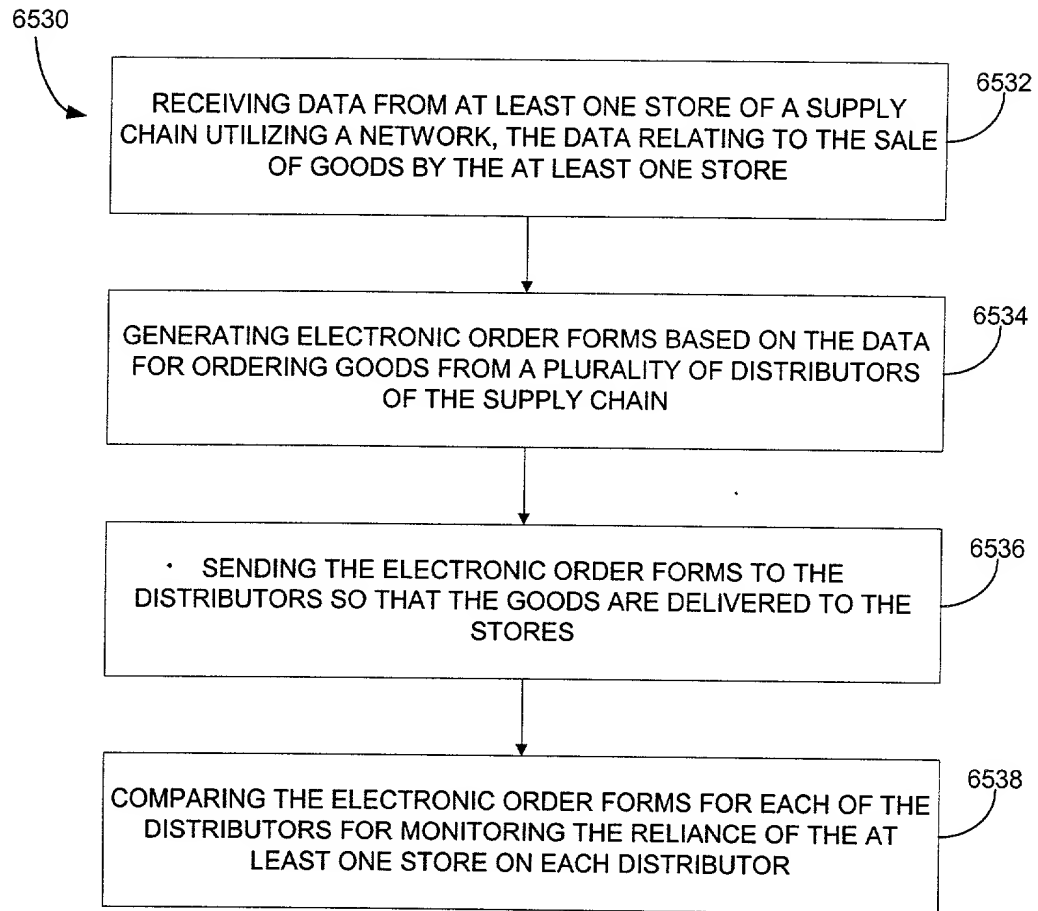


FIG. 63

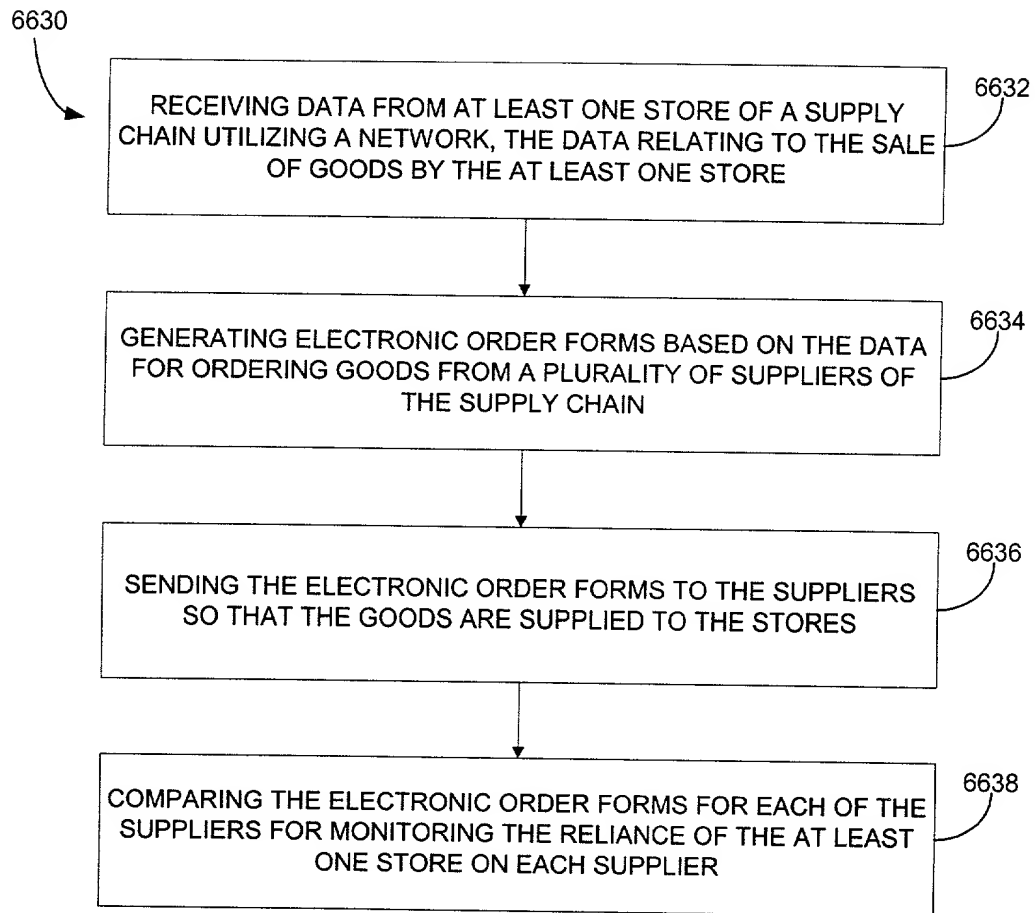


**FIG. 64**

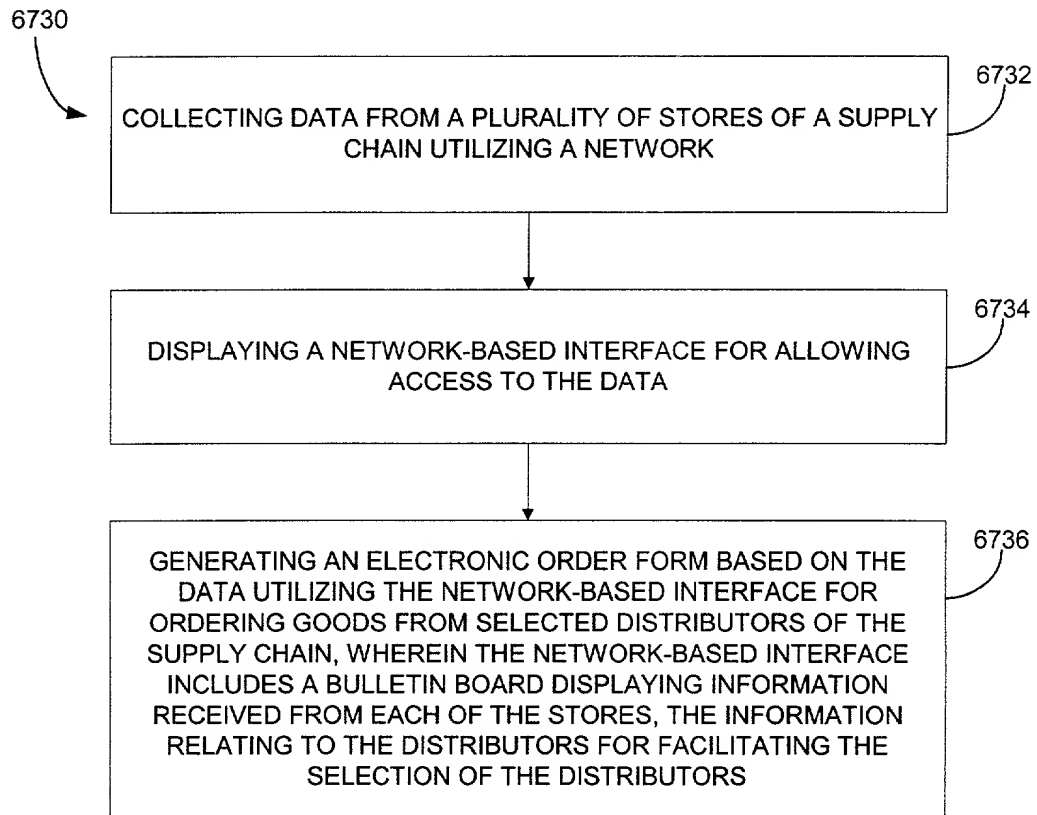




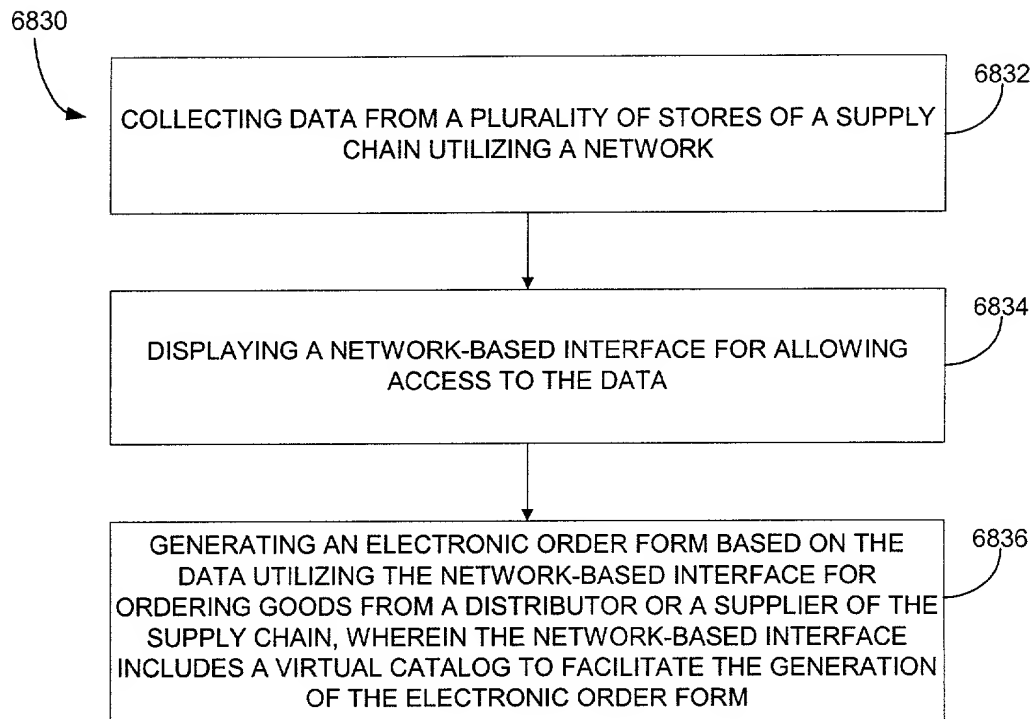
**FIG. 65**



**FIG. 66**



**FIG. 67**



**FIG. 68**

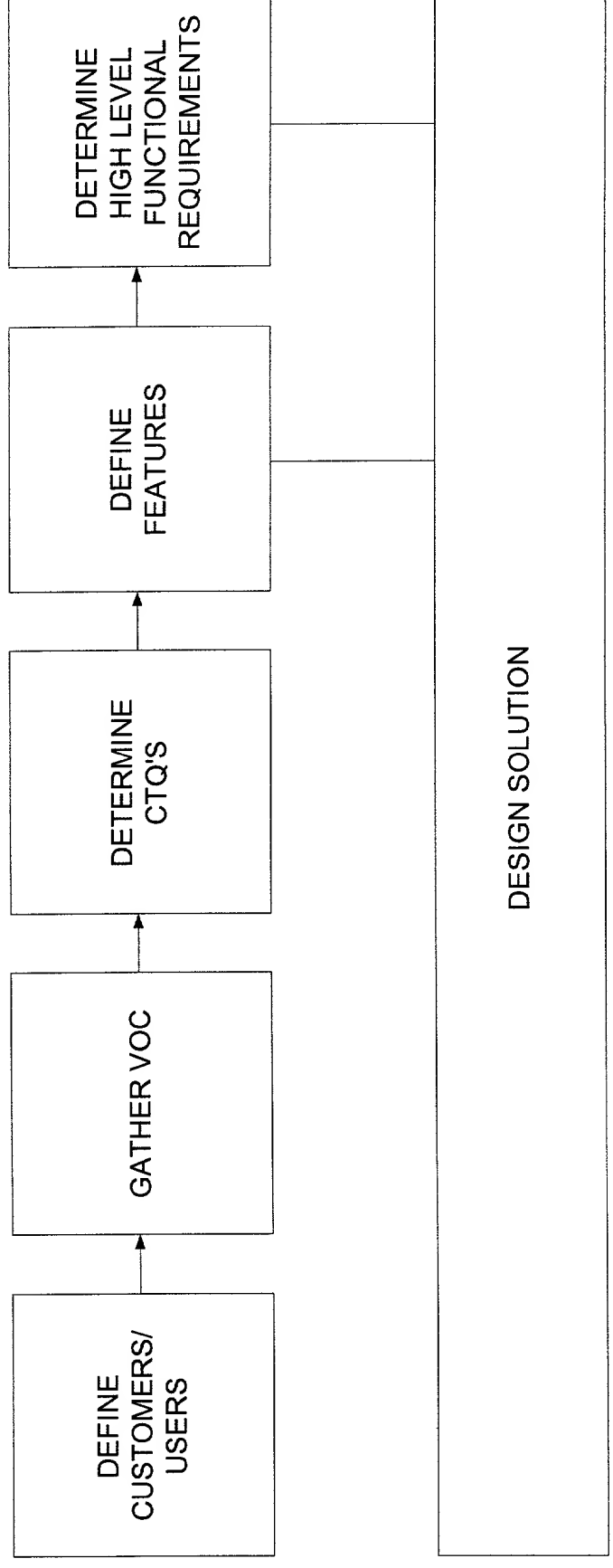
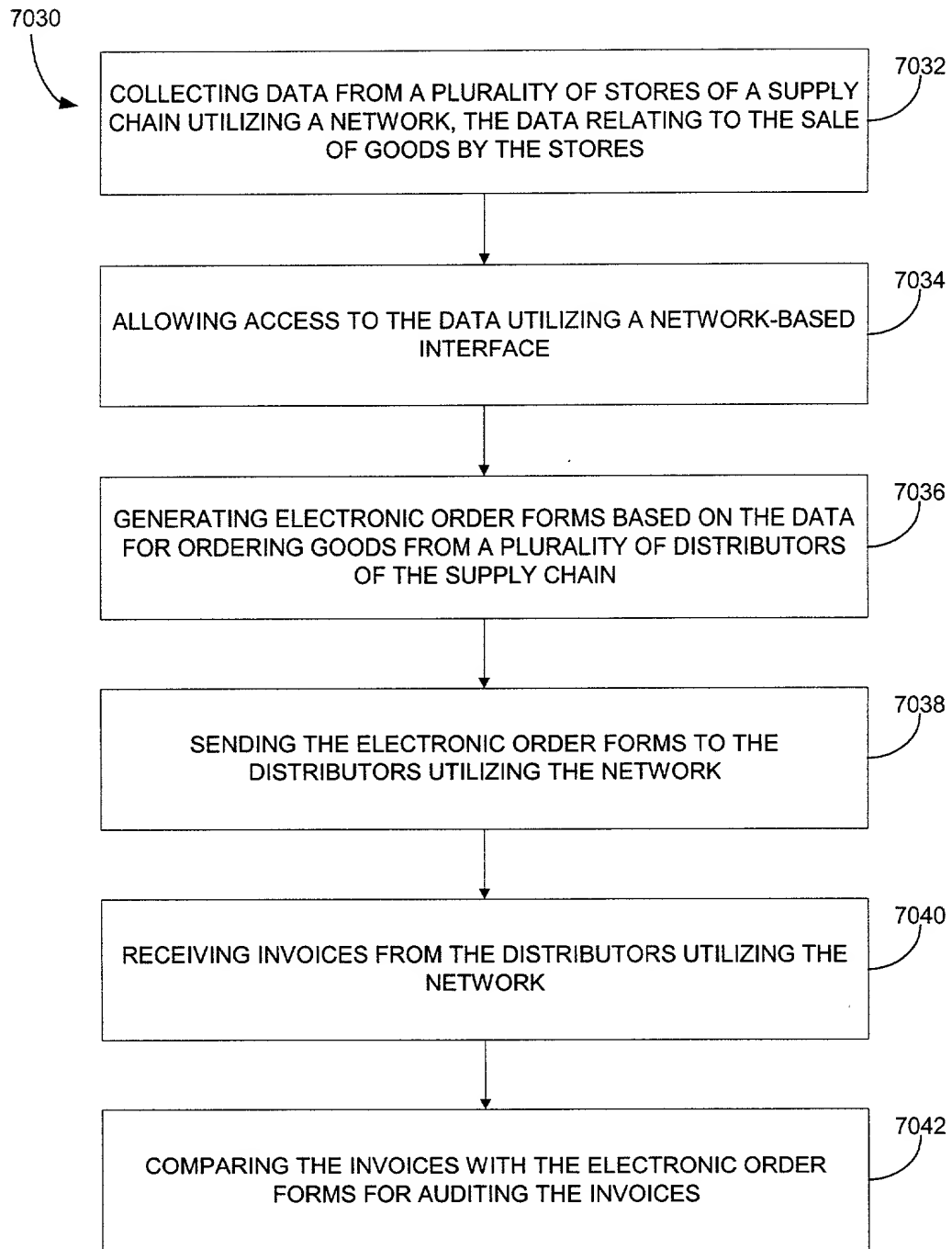
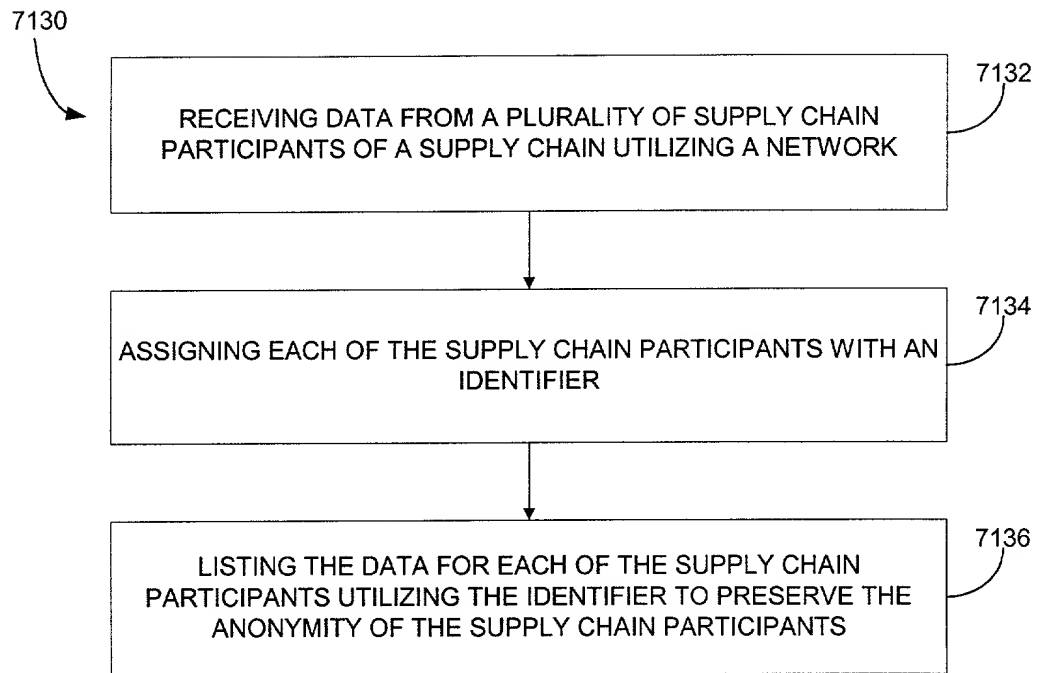


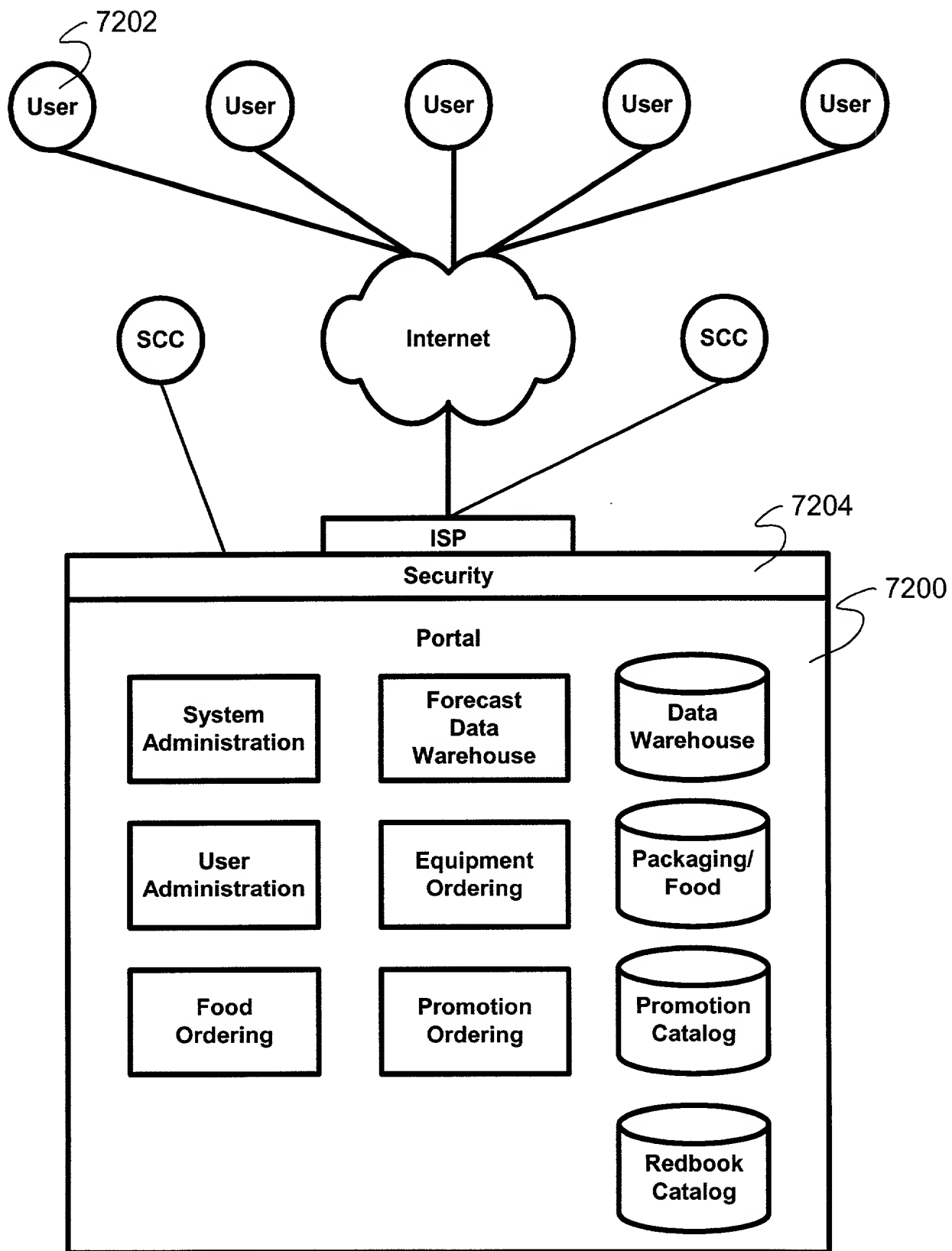
FIG. 69



**FIG. 70**

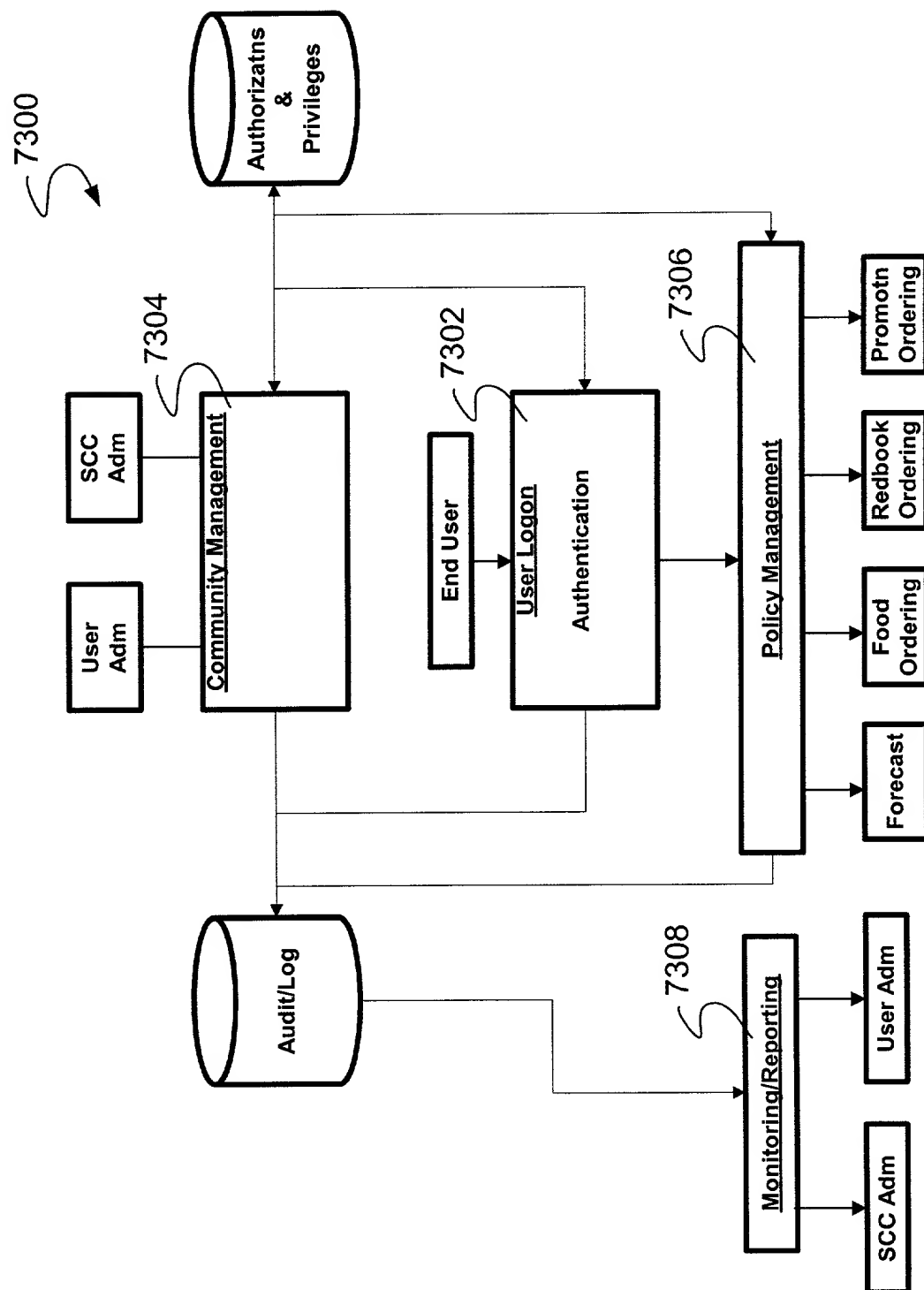


**FIG. 71**



**FIG. 72**





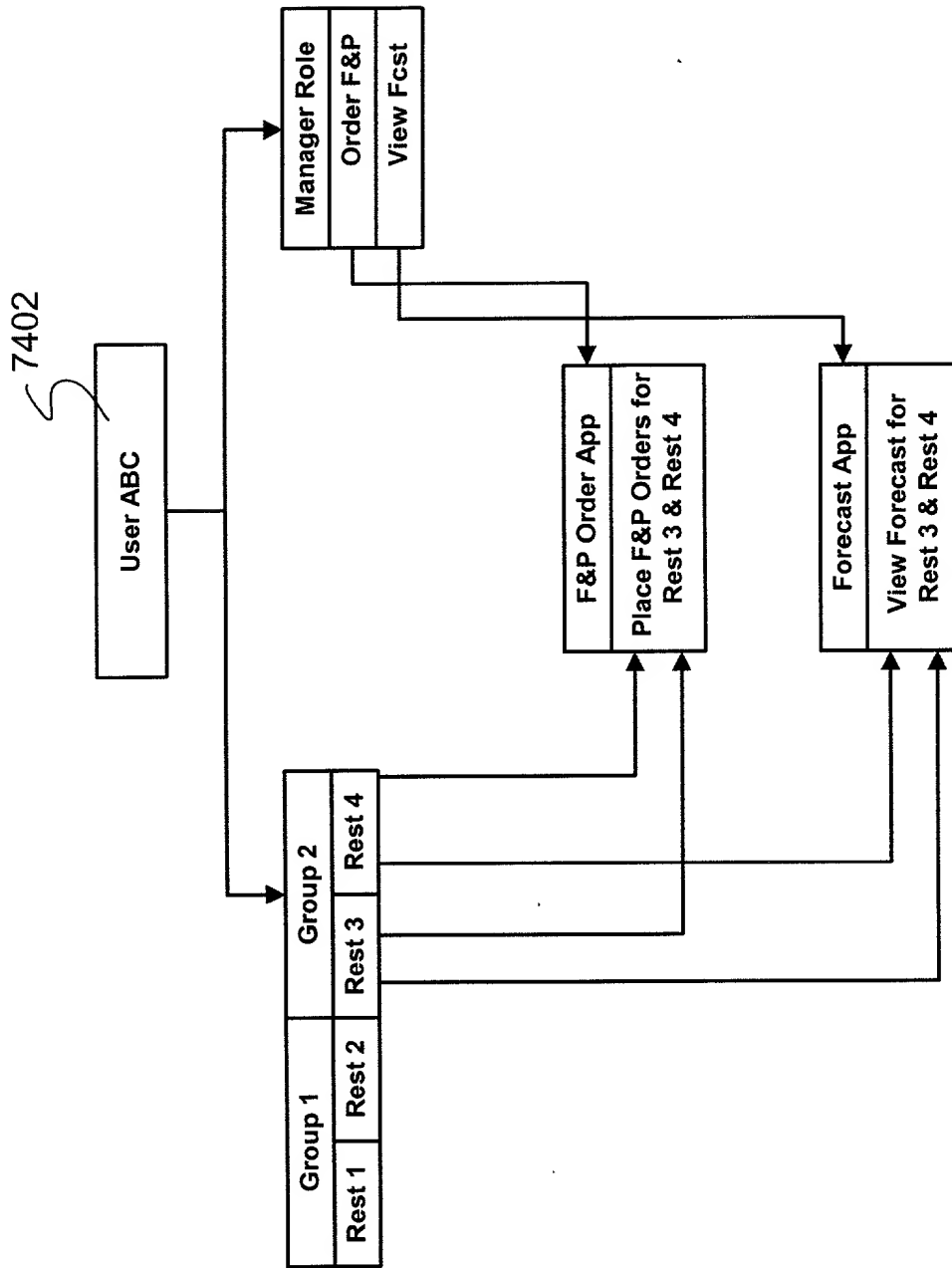


FIG. 74

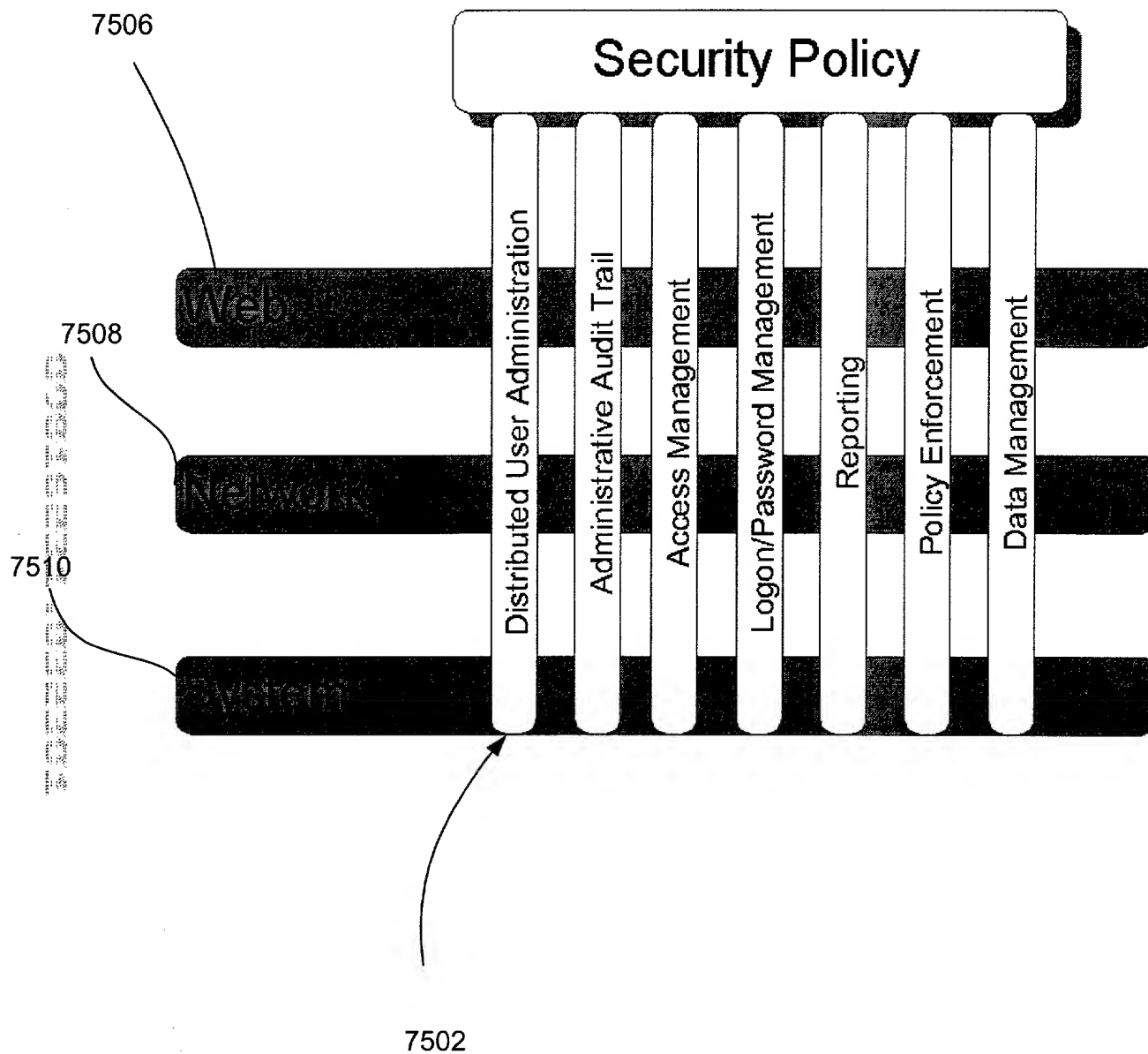
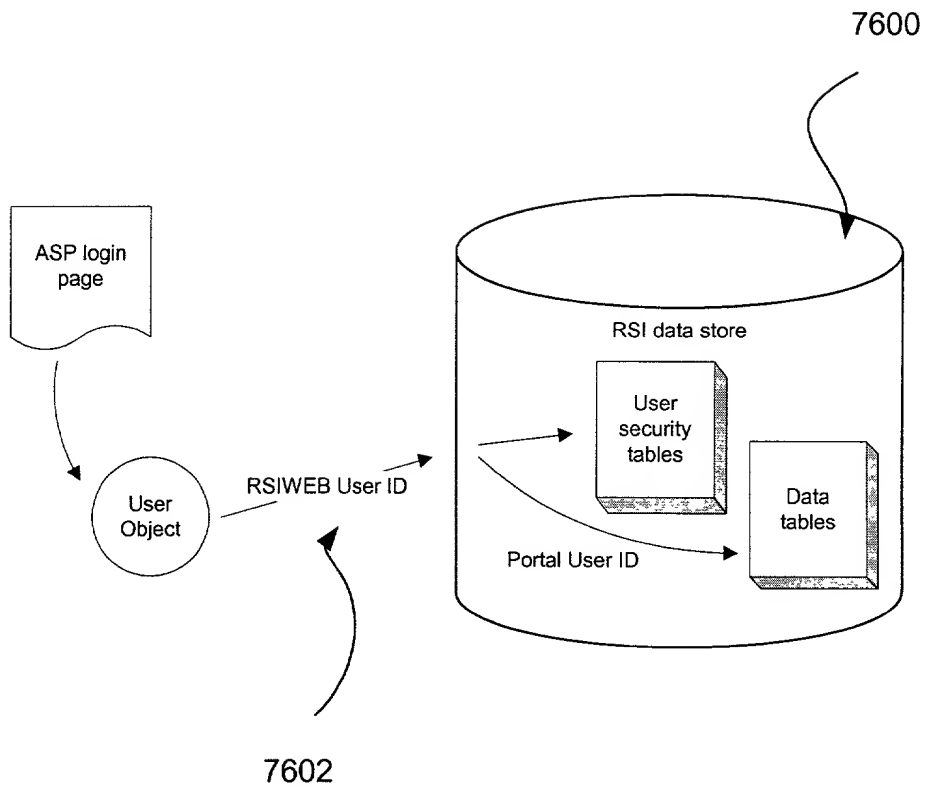


Fig. 75



**Fig. 76**

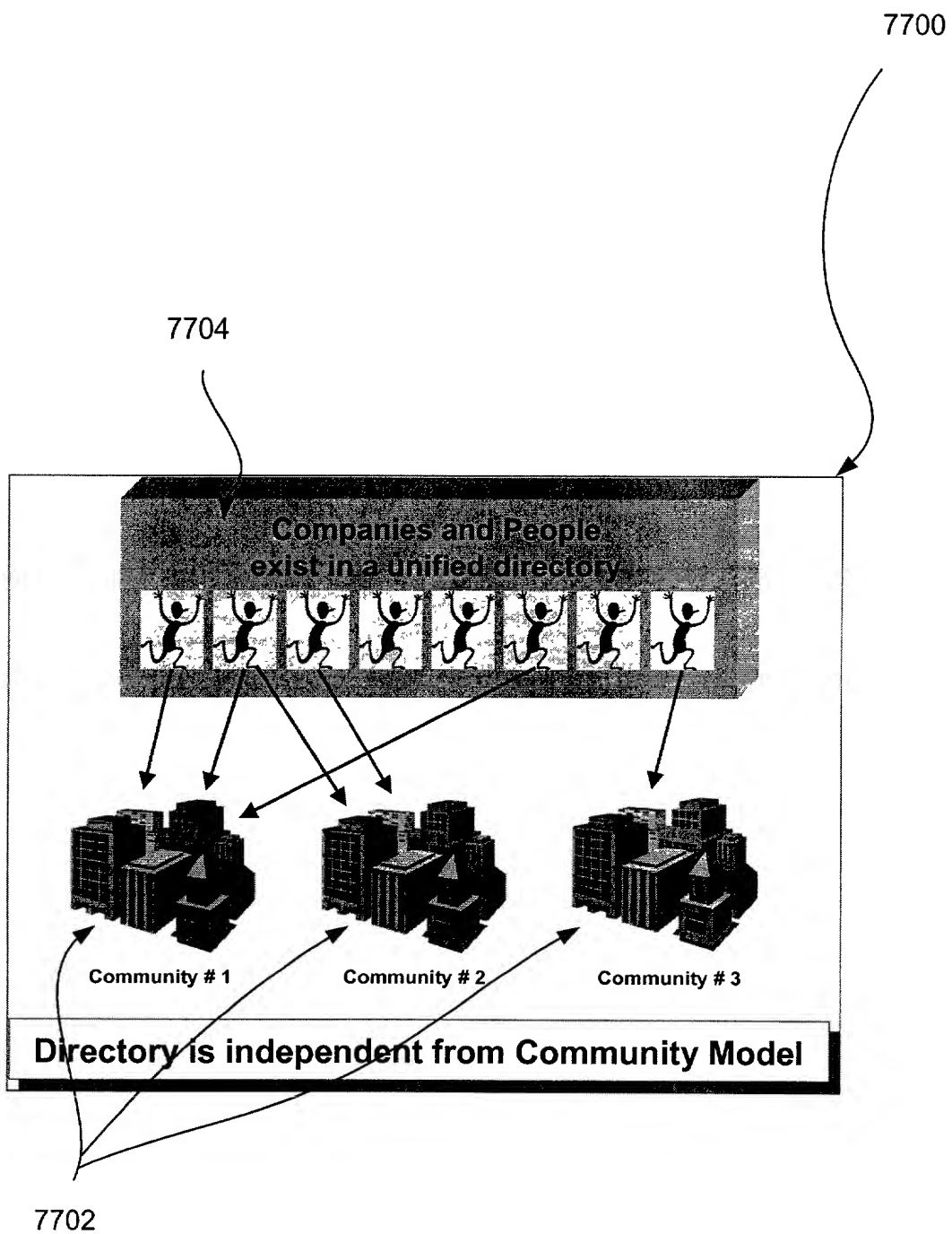


Fig. 77

7800

7802

7804

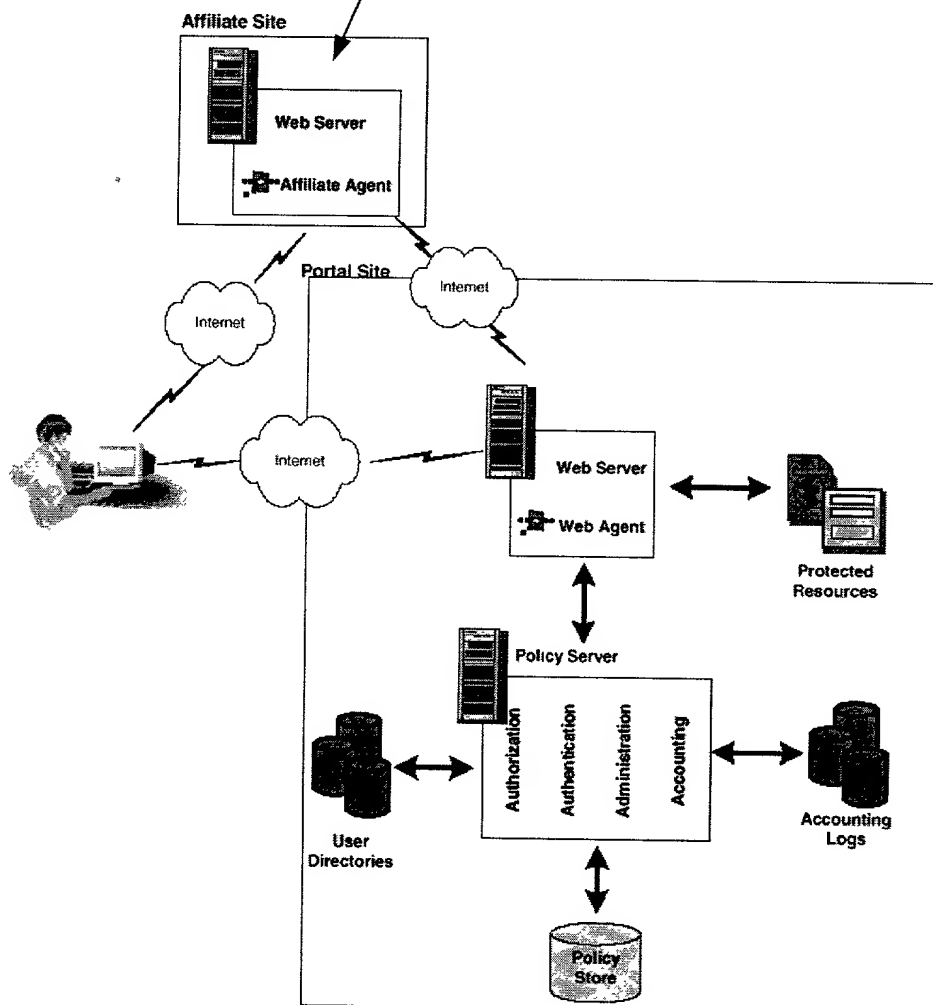
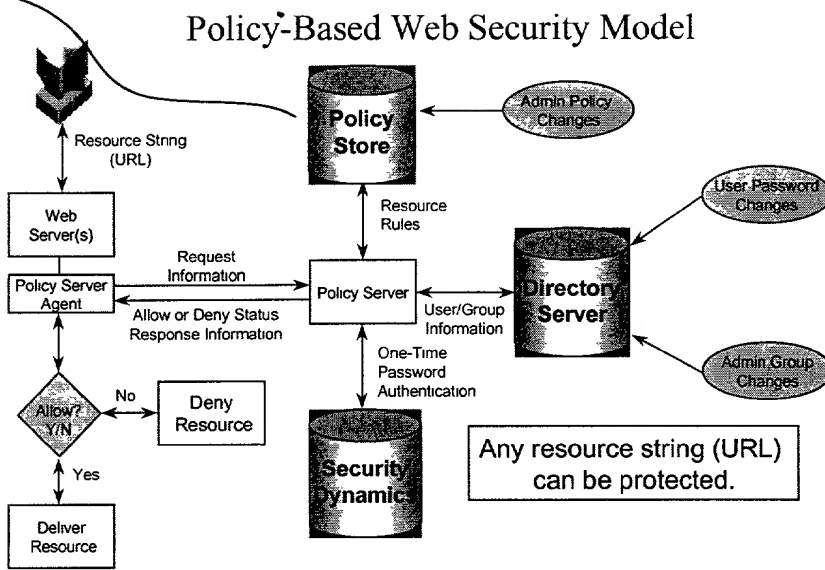


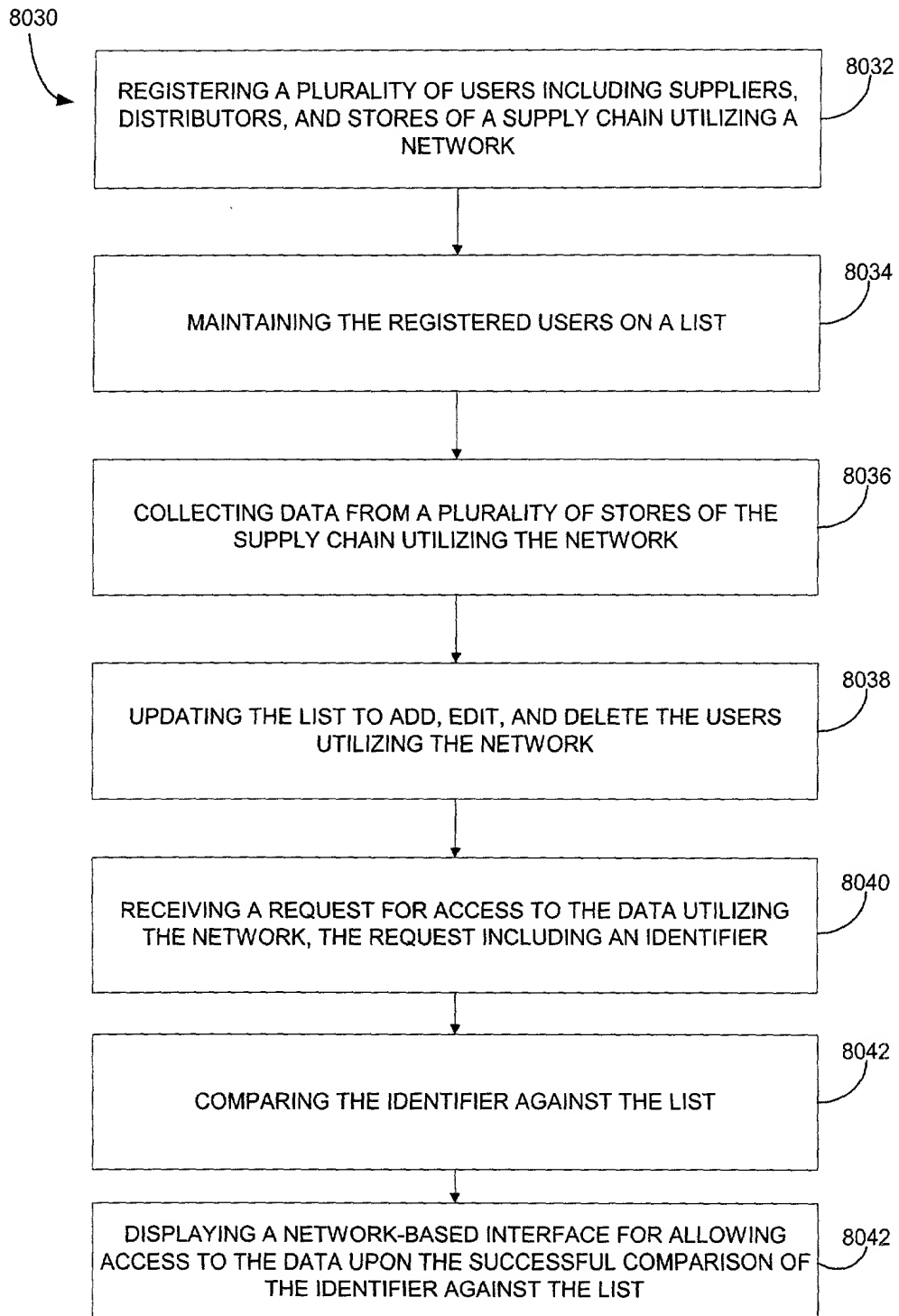
Fig. 78

7900

7902

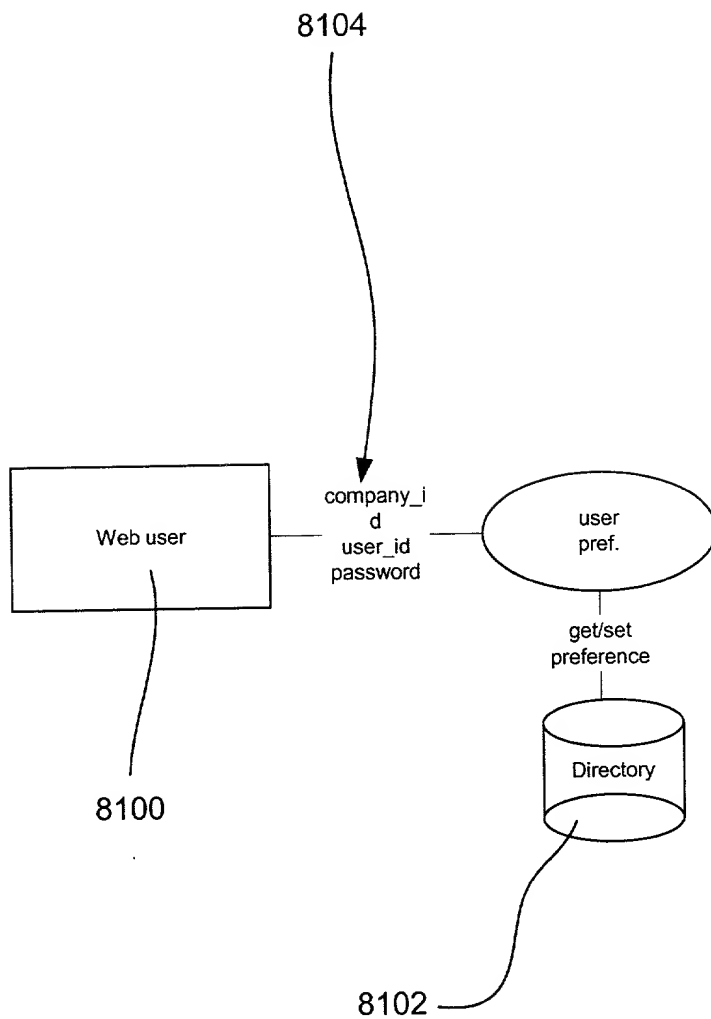


**Fig. 79**

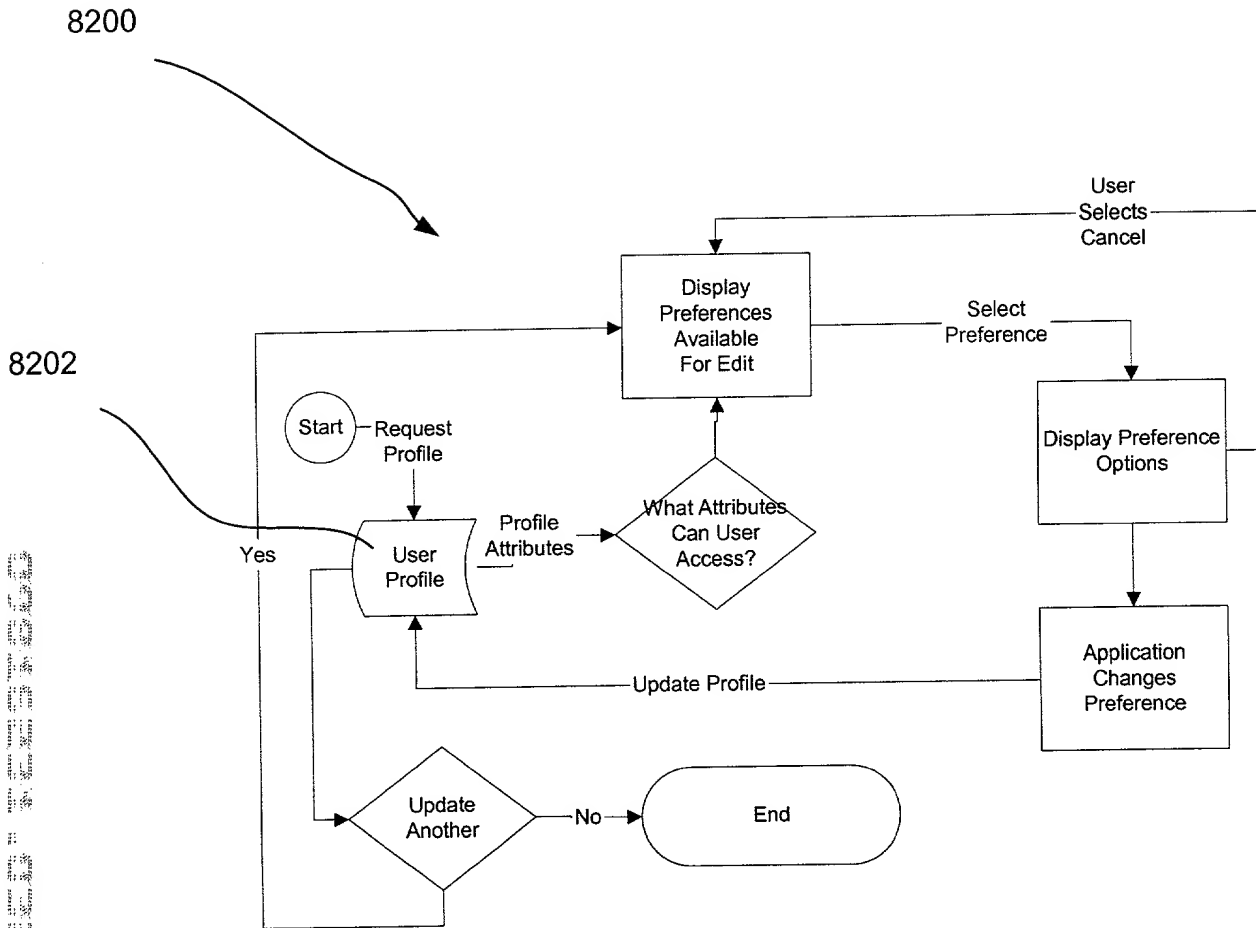


**FIG. 80**





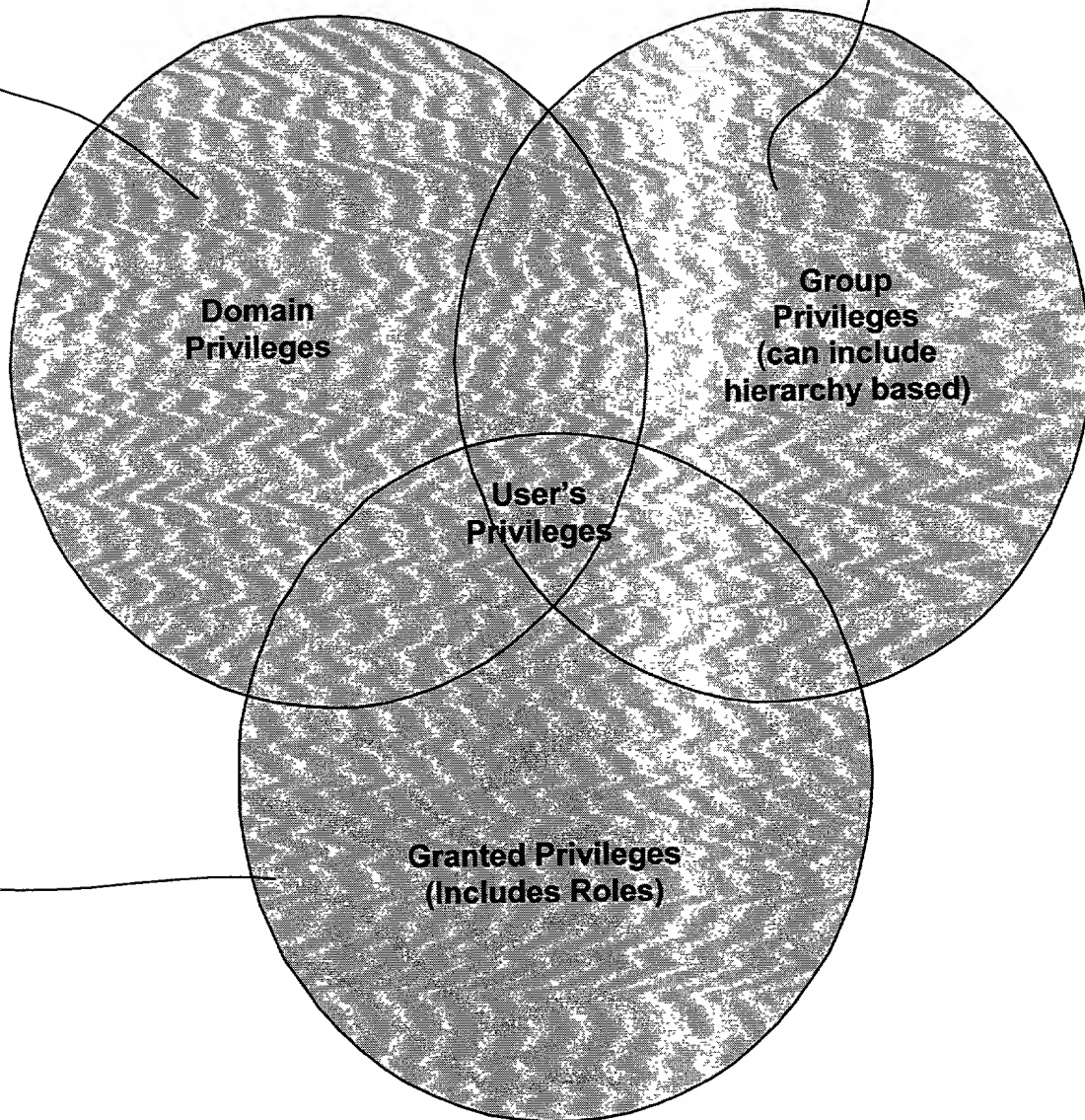
**Fig. 81**



**Fig. 82**

8302

8304

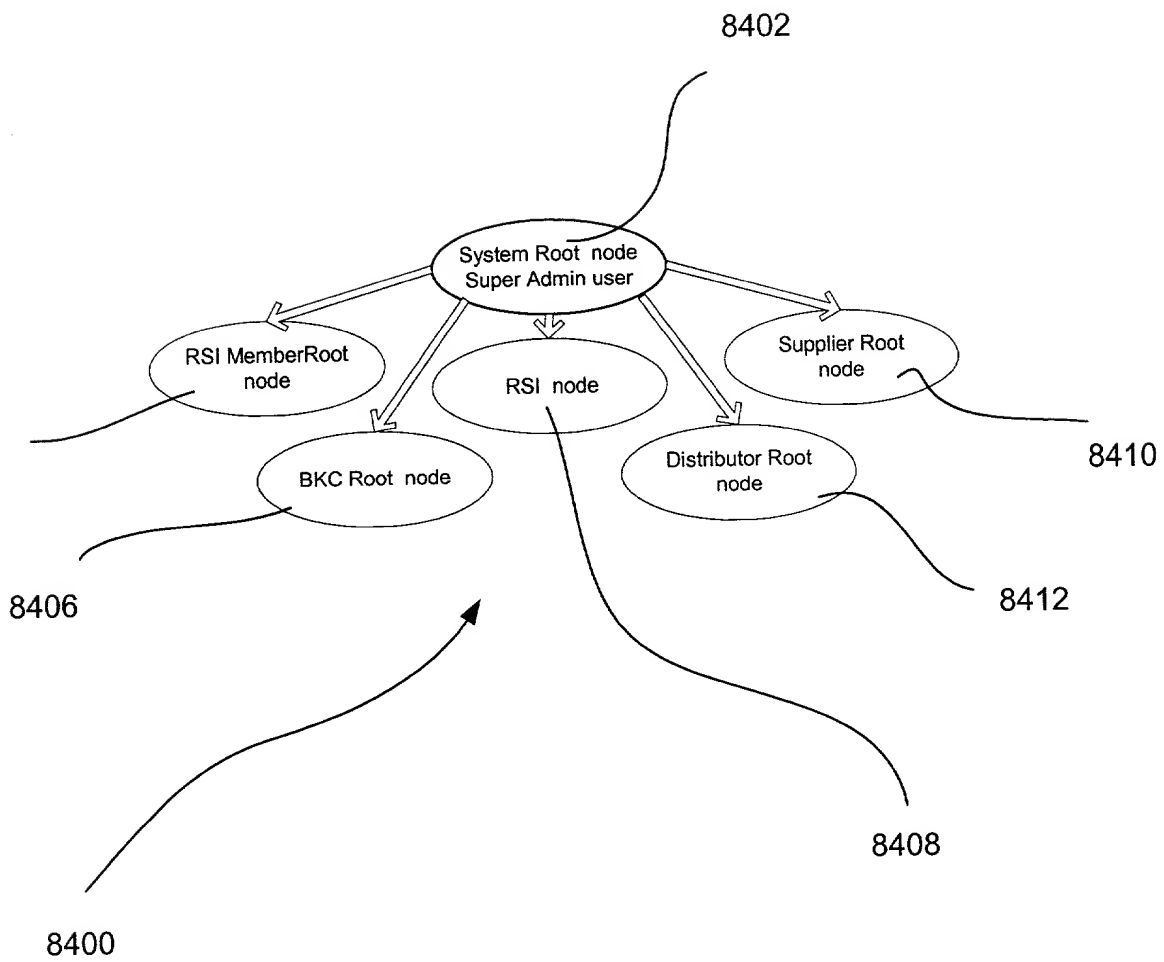


8306

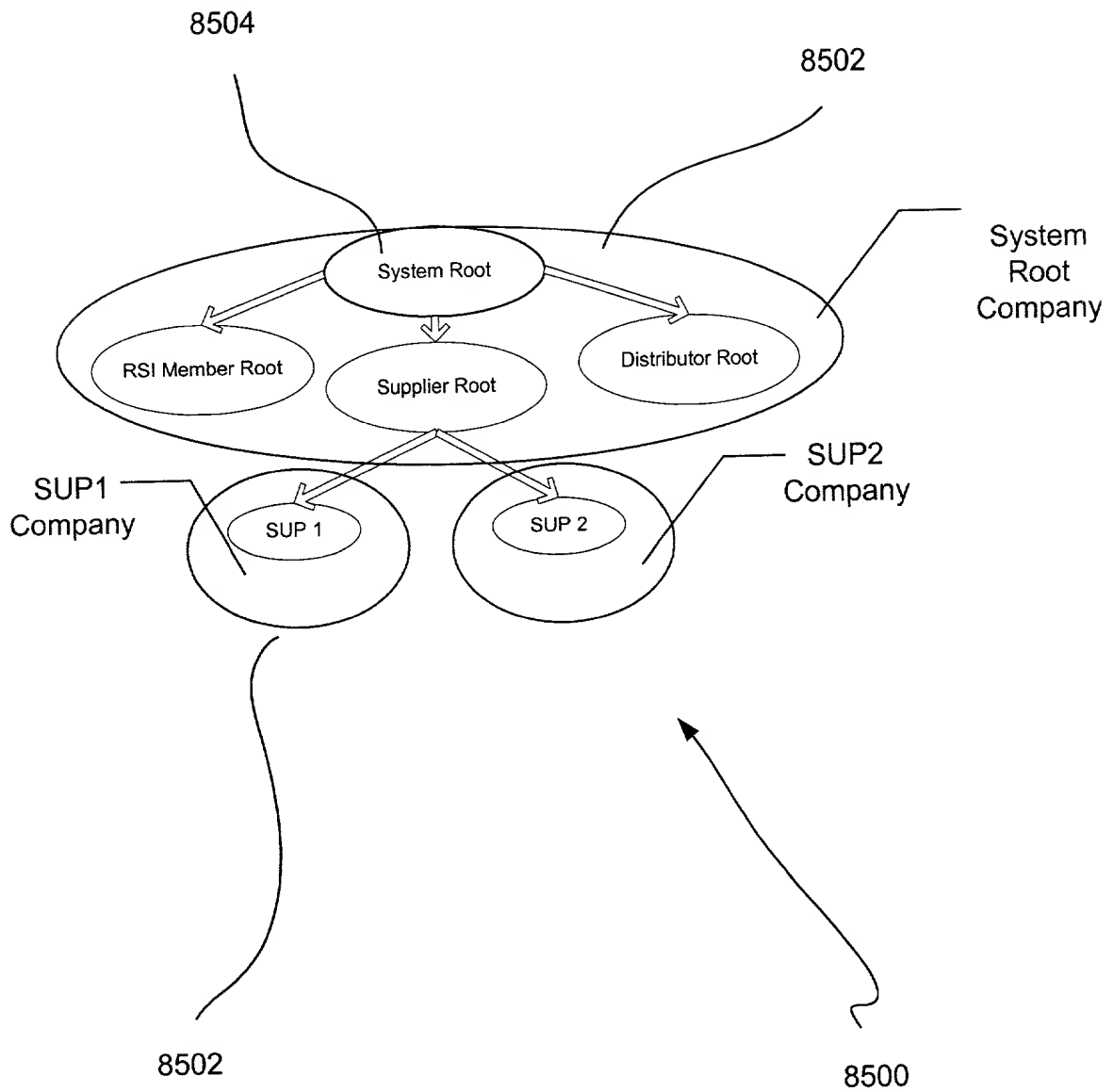
8300

**Fig. 83**

8404



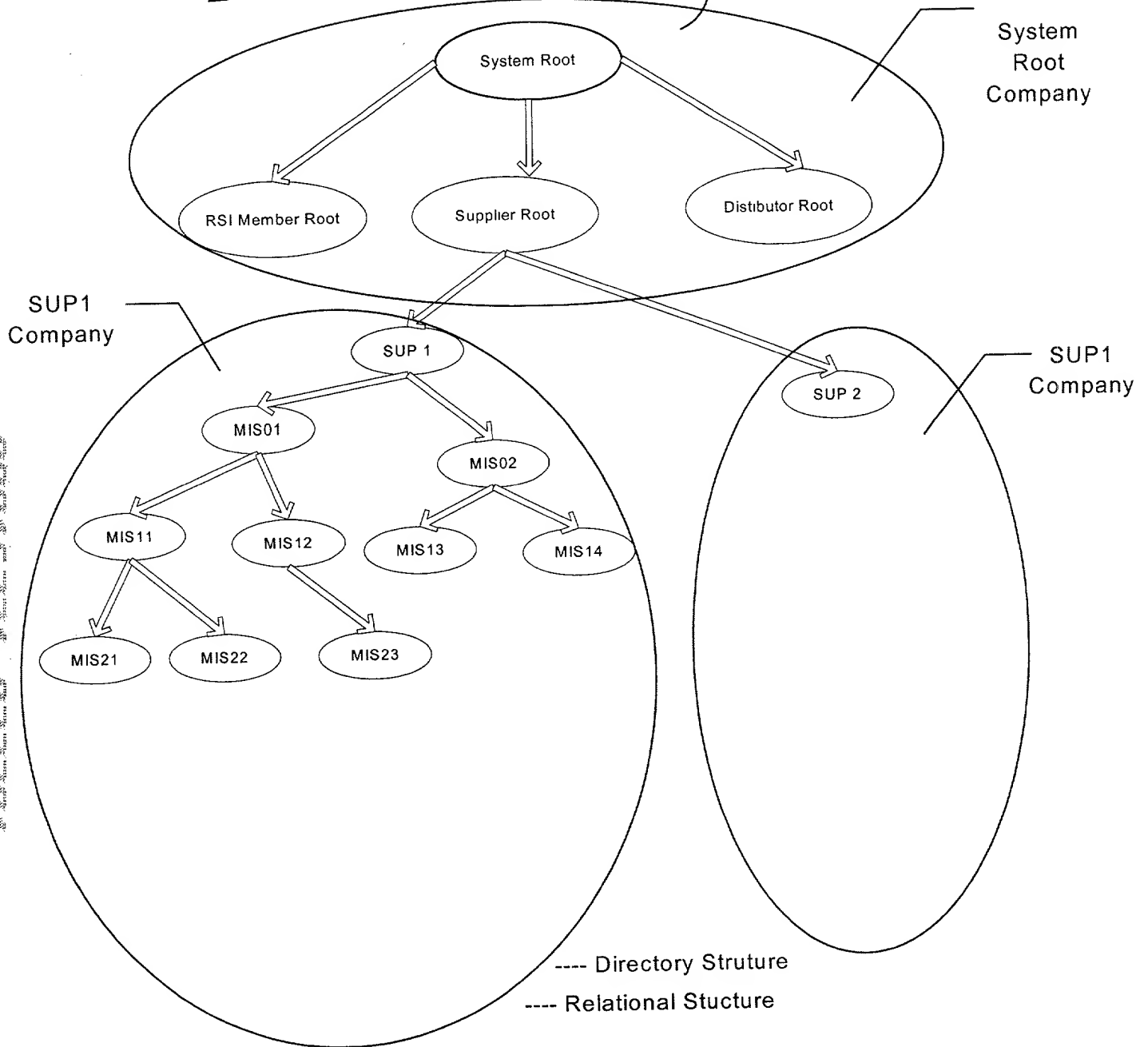
**Fig. 84**



**Fig. 85**

8600

8602

**Fig. 86**

## Group Hierarchy Management: Data Flow

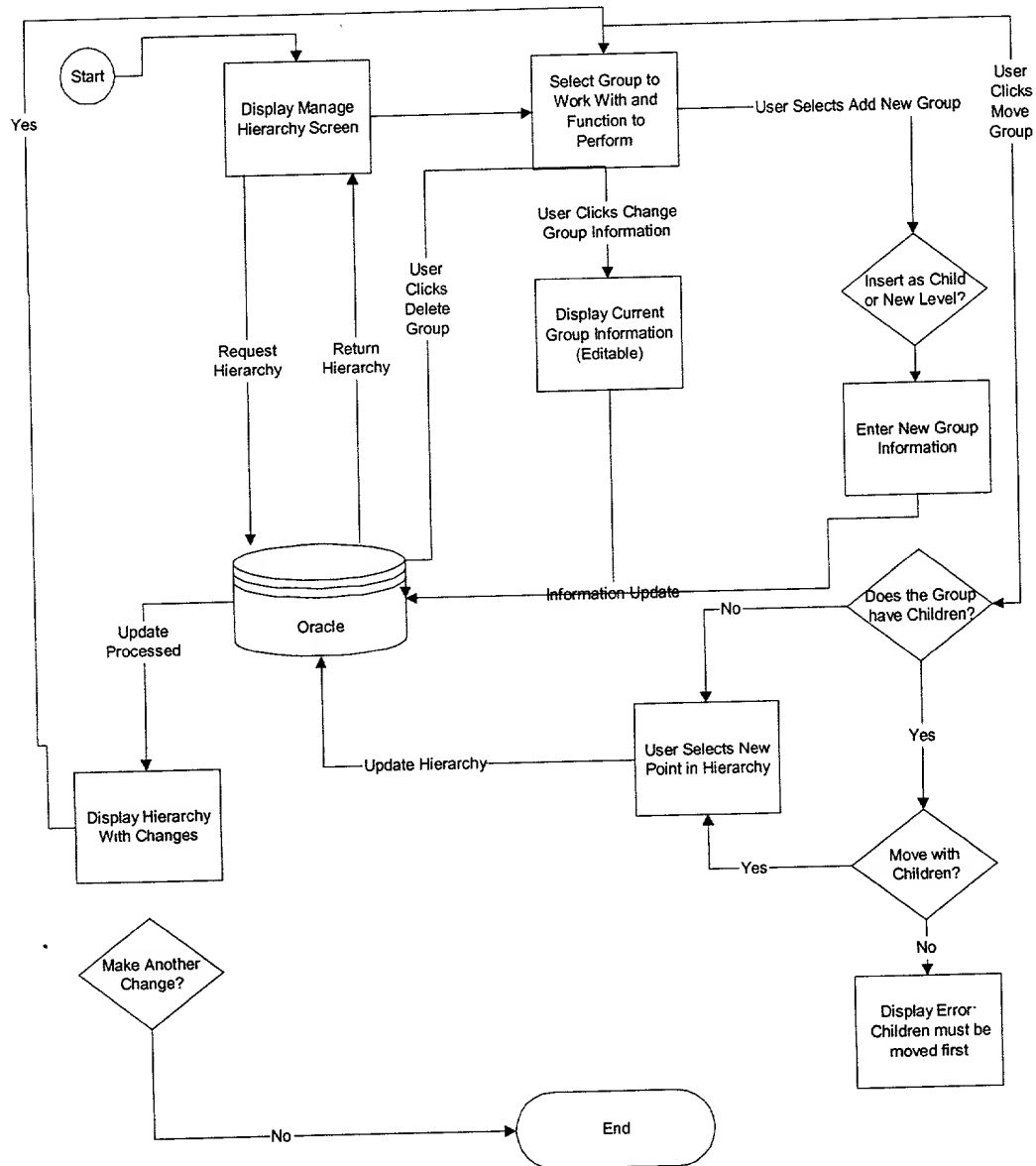
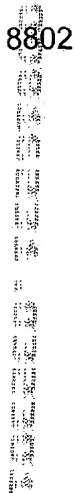


Fig. 87



**Fig. 88**



8902



1400

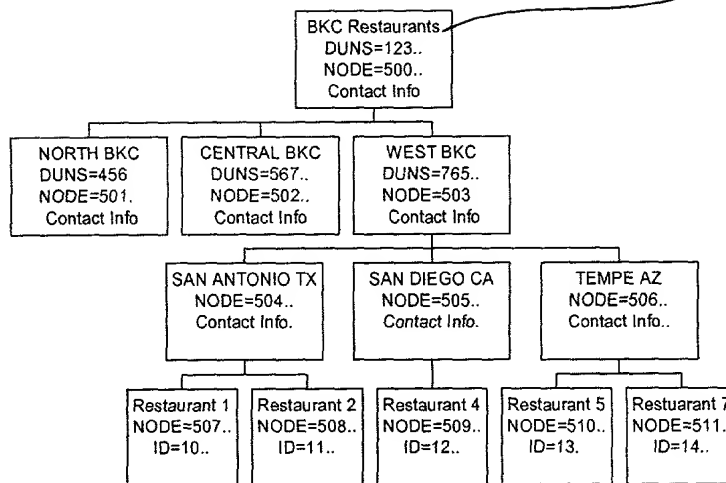
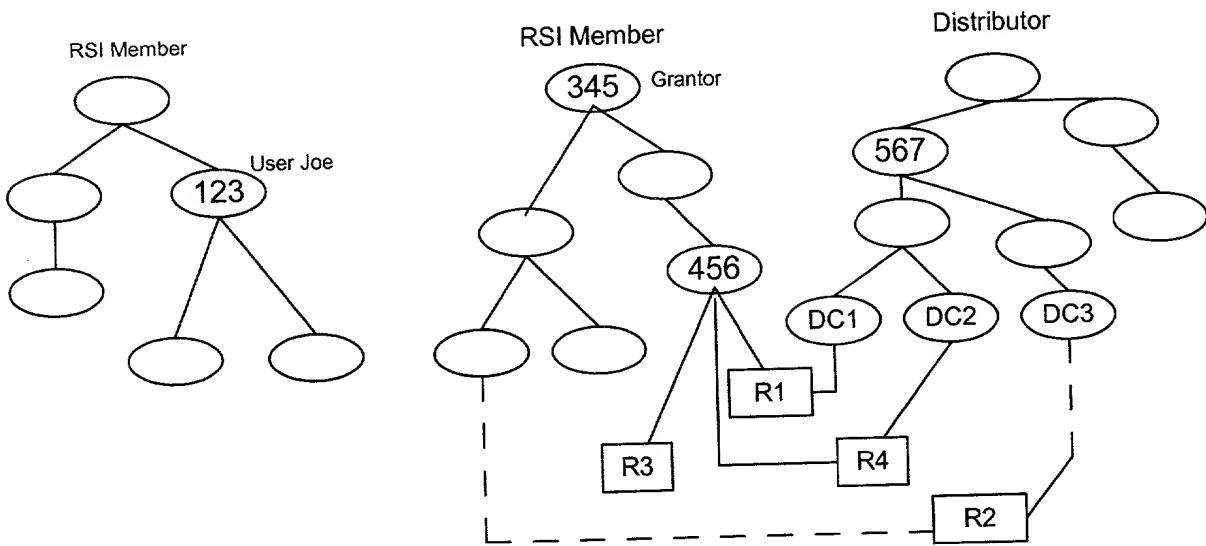


Fig. 89

9000



**FIG. 90**

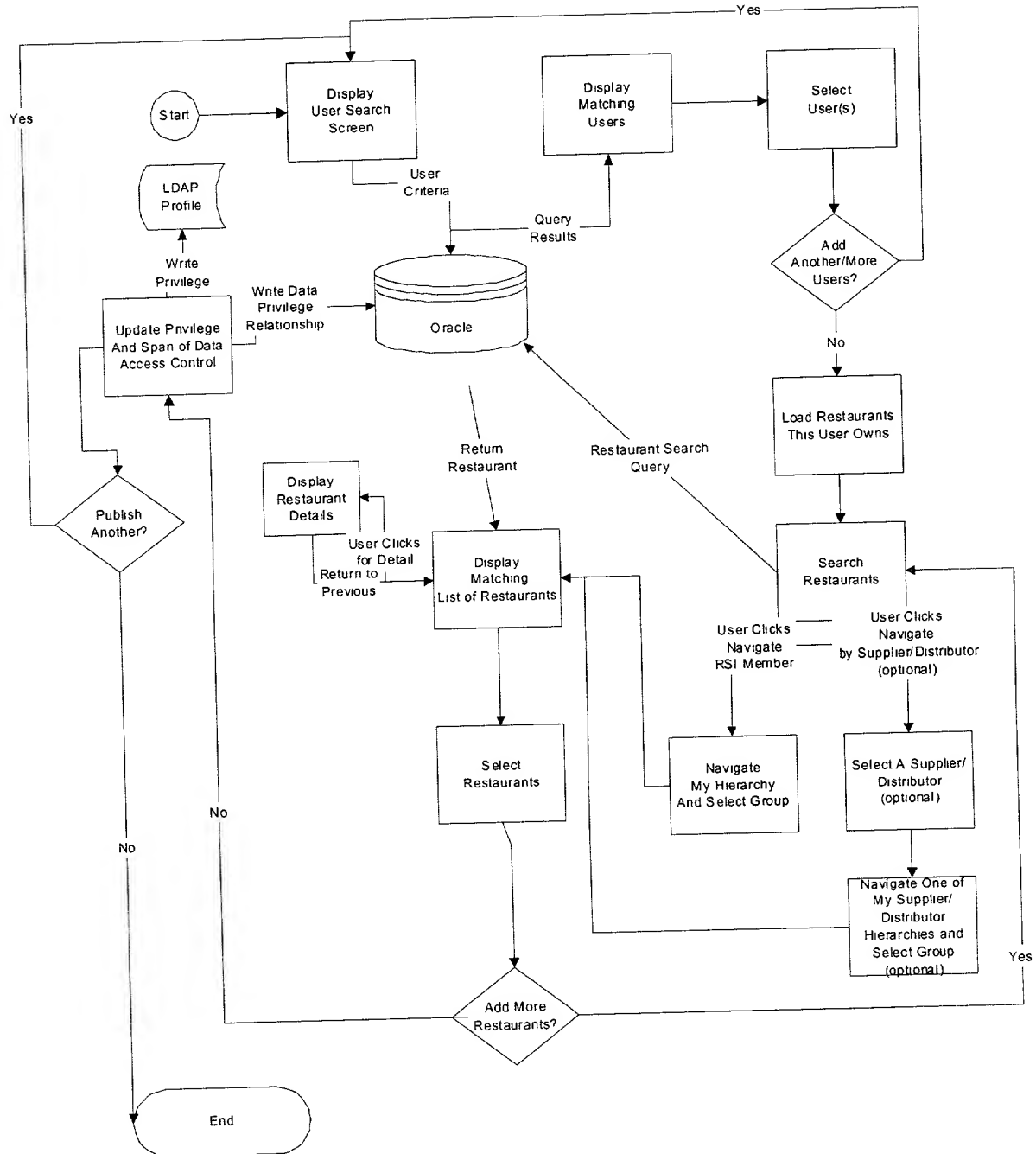
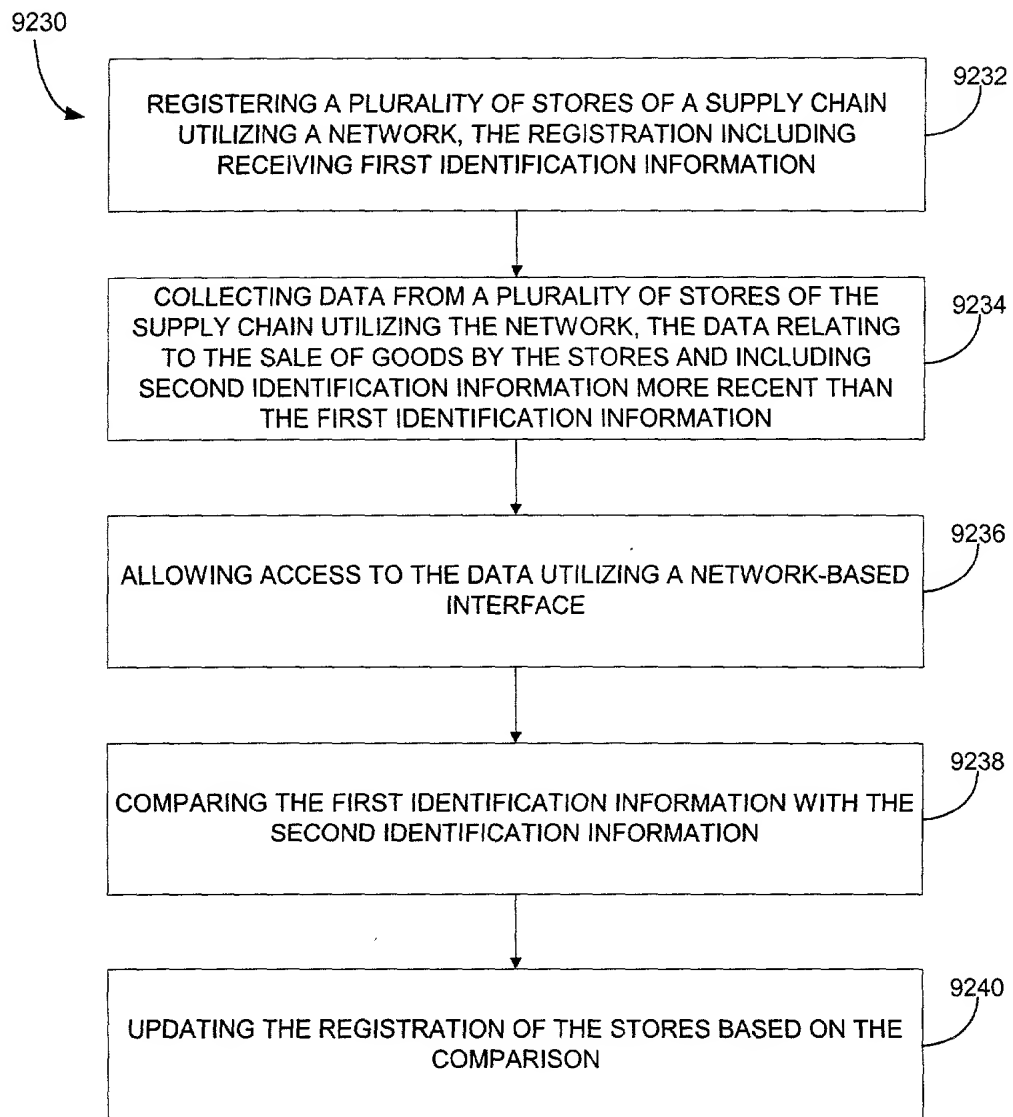
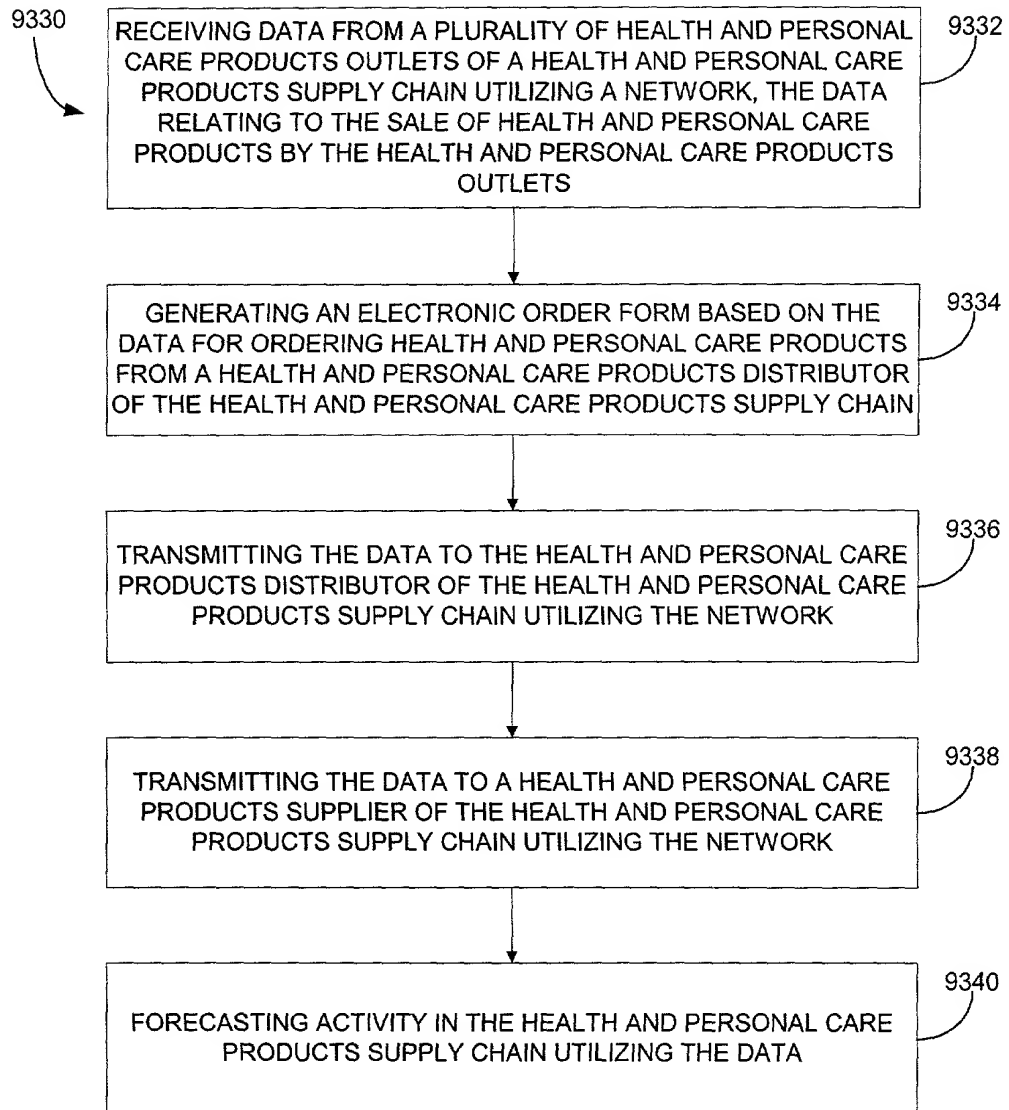


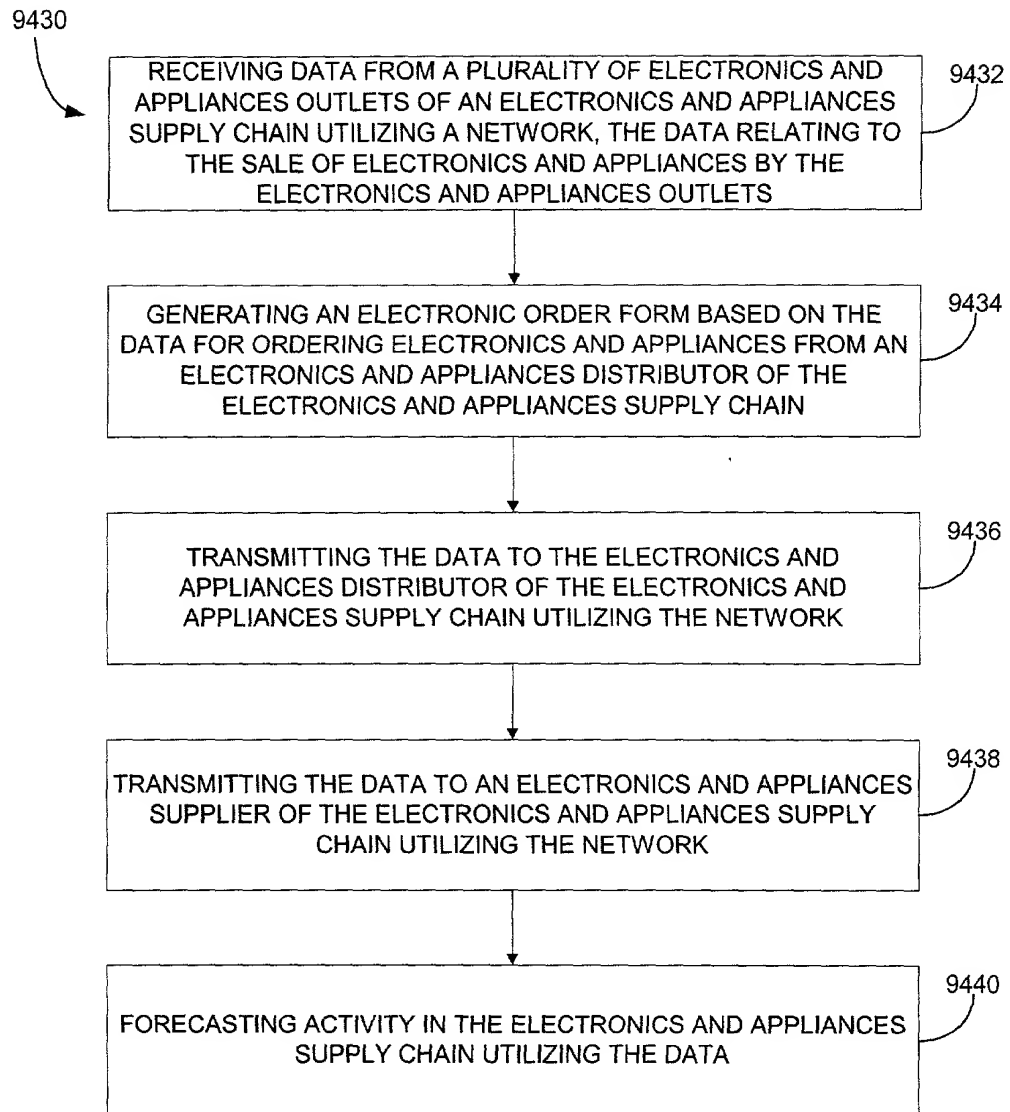
Fig. 91



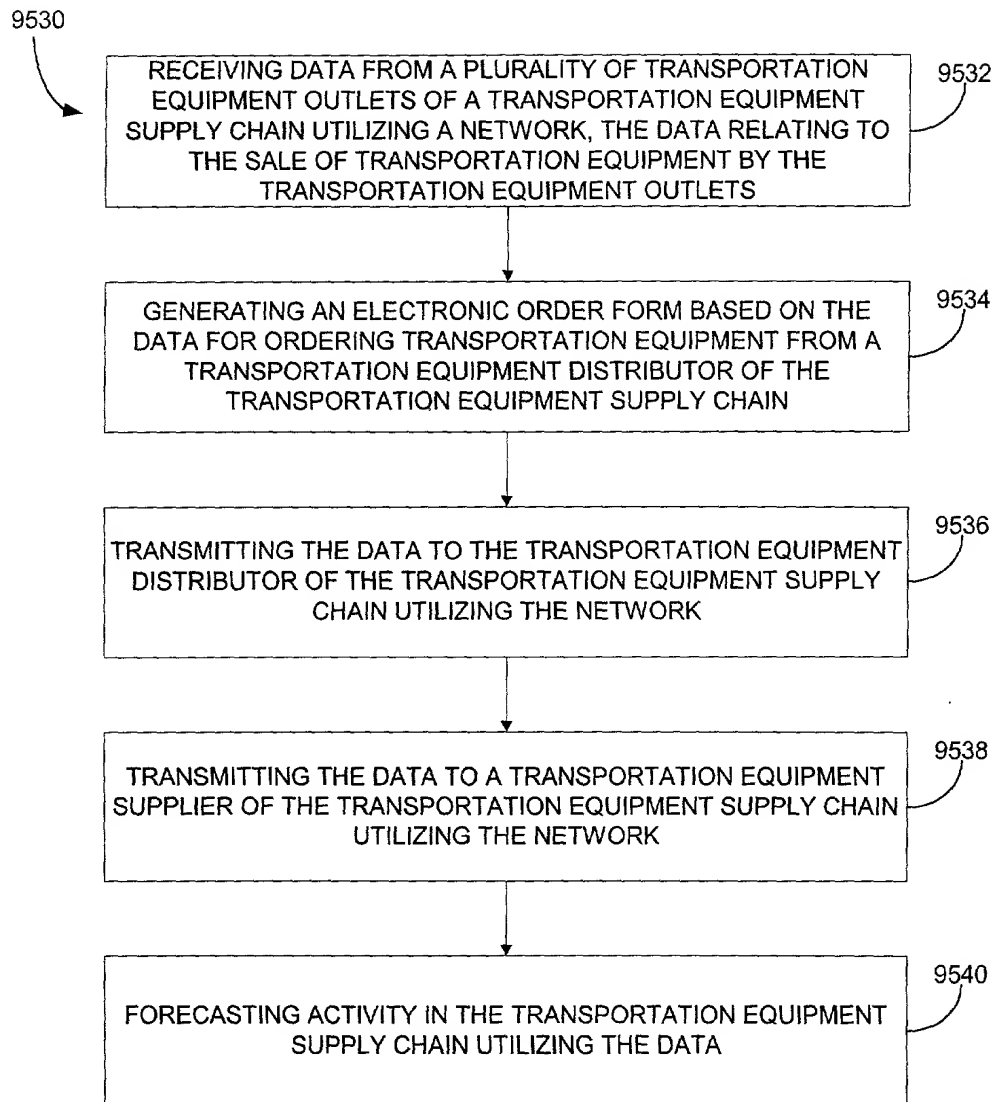
**FIG. 92**



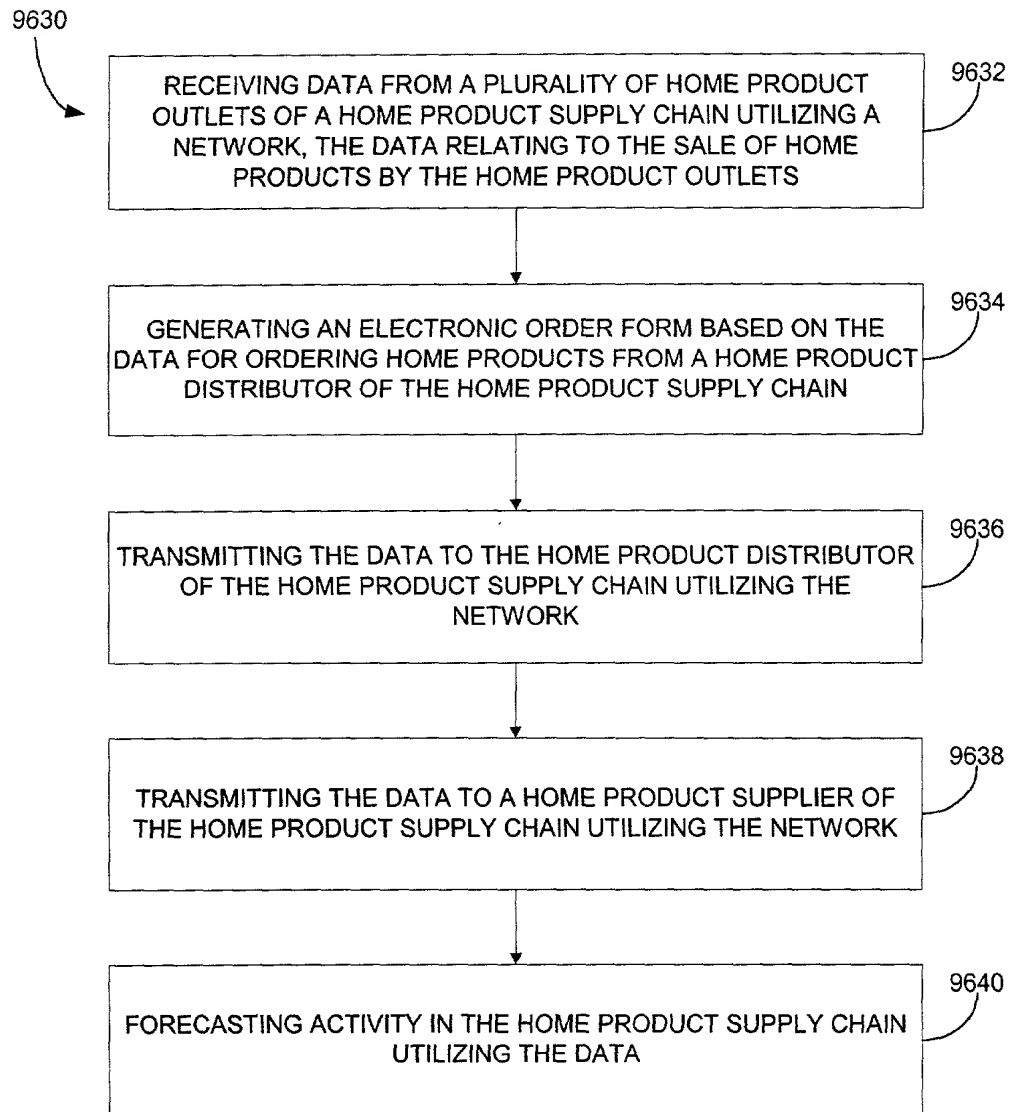
**FIG. 93**



**FIG. 94**

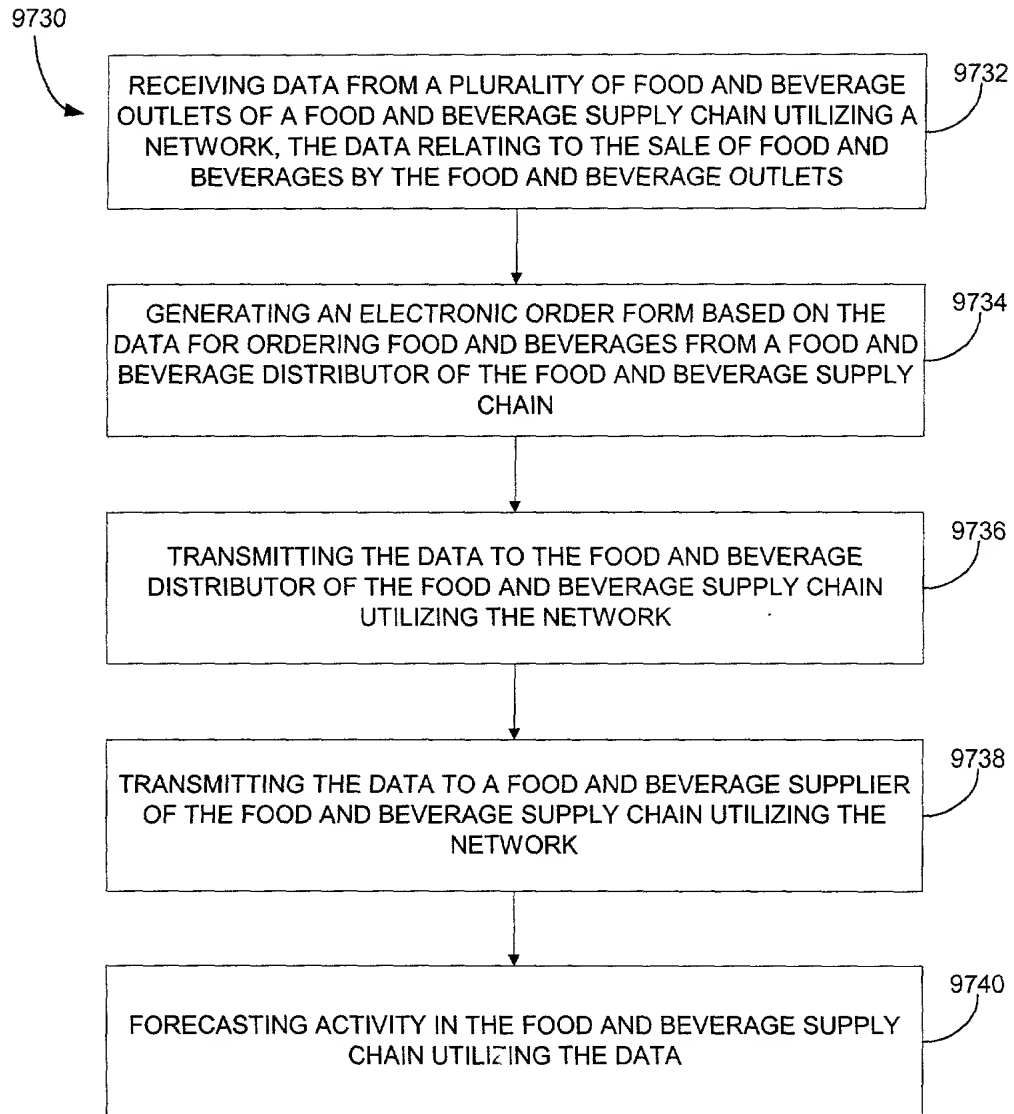


**FIG. 95**

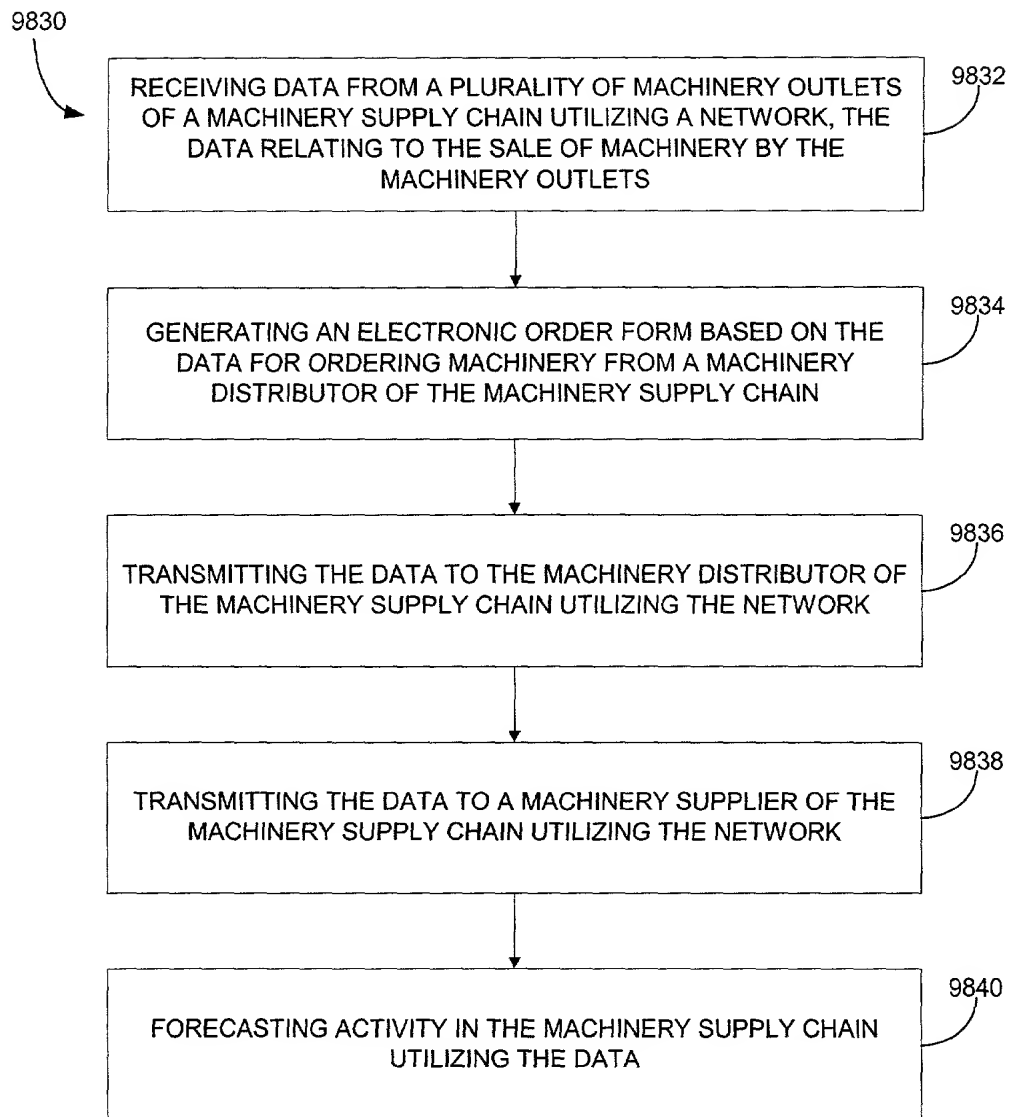


**FIG. 96**

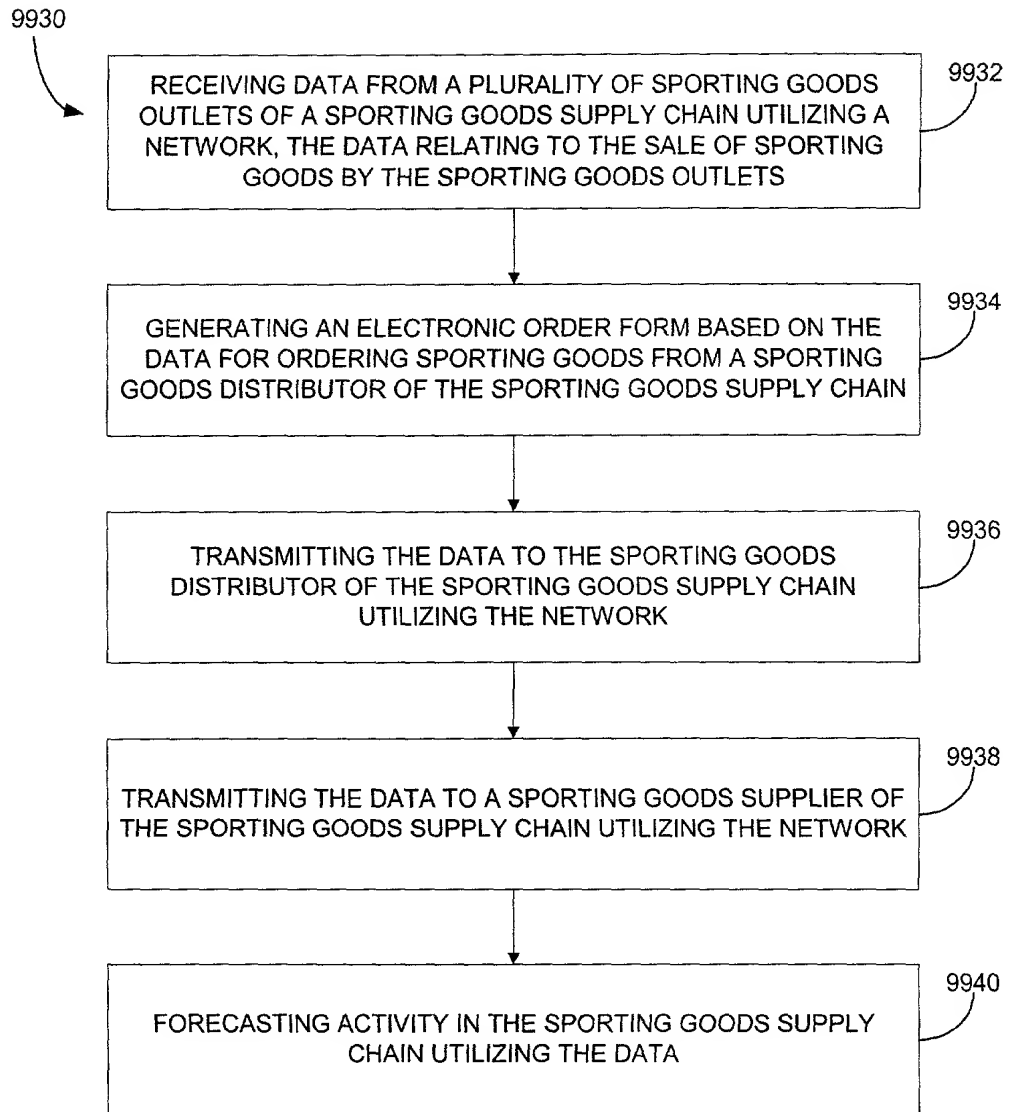




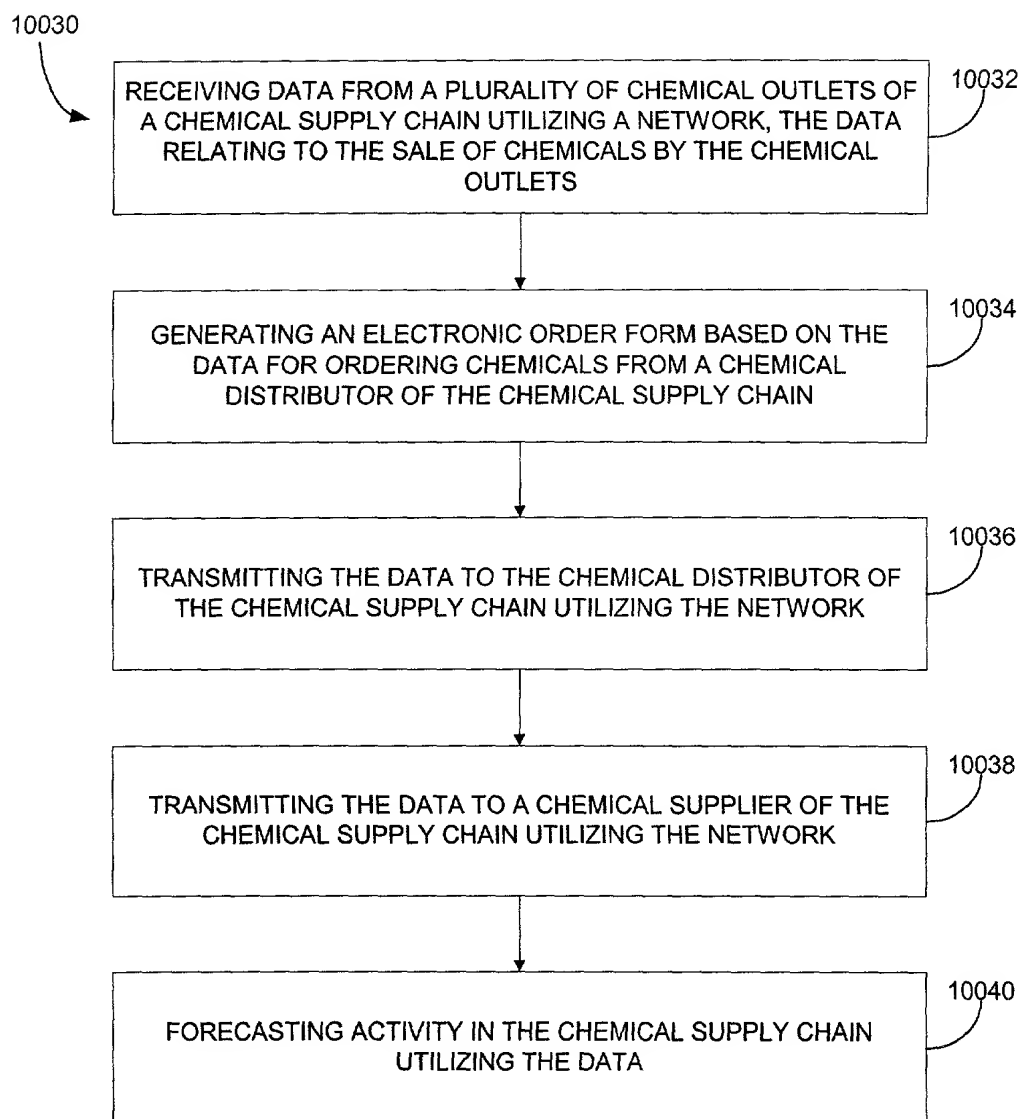
**FIG. 97**



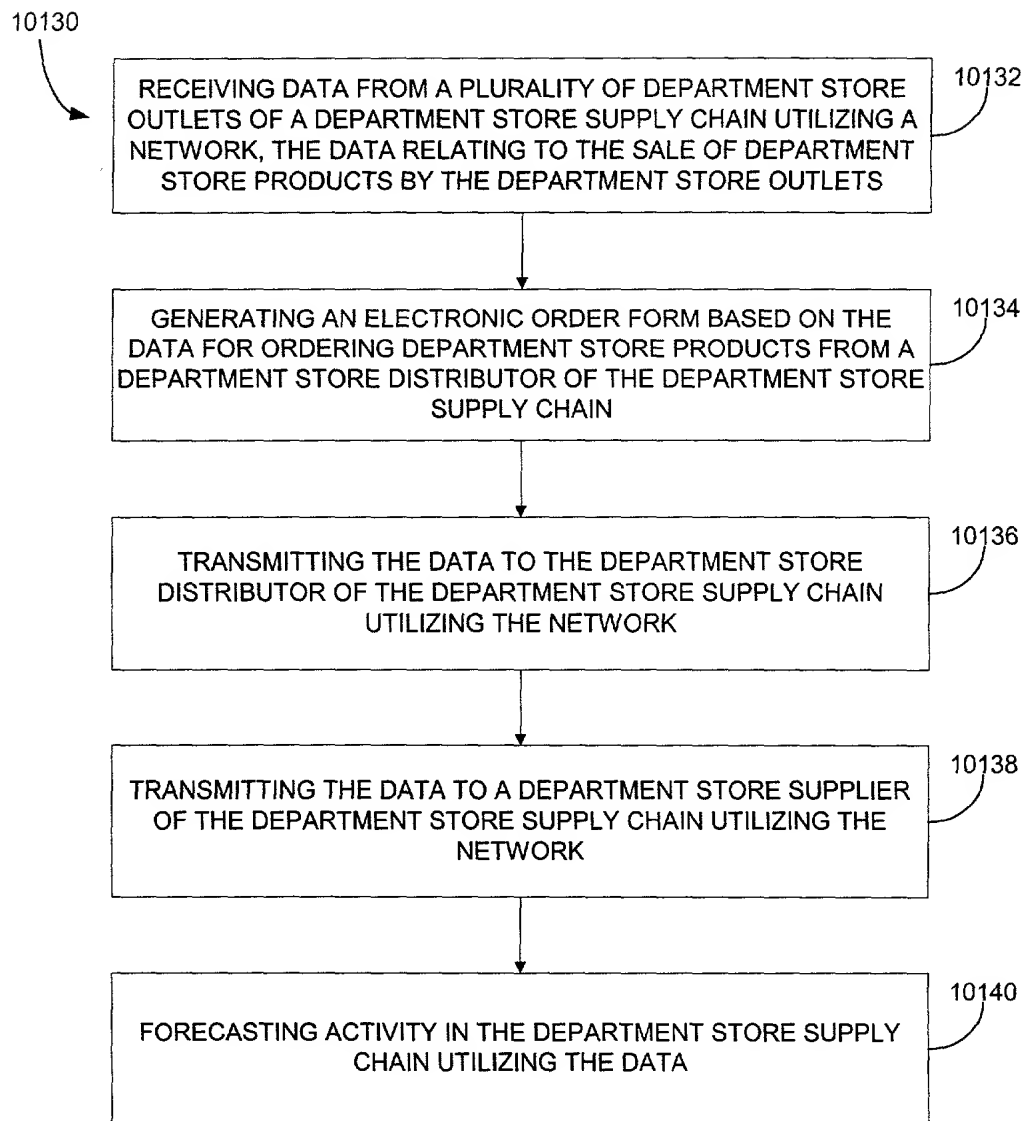
**FIG. 98**



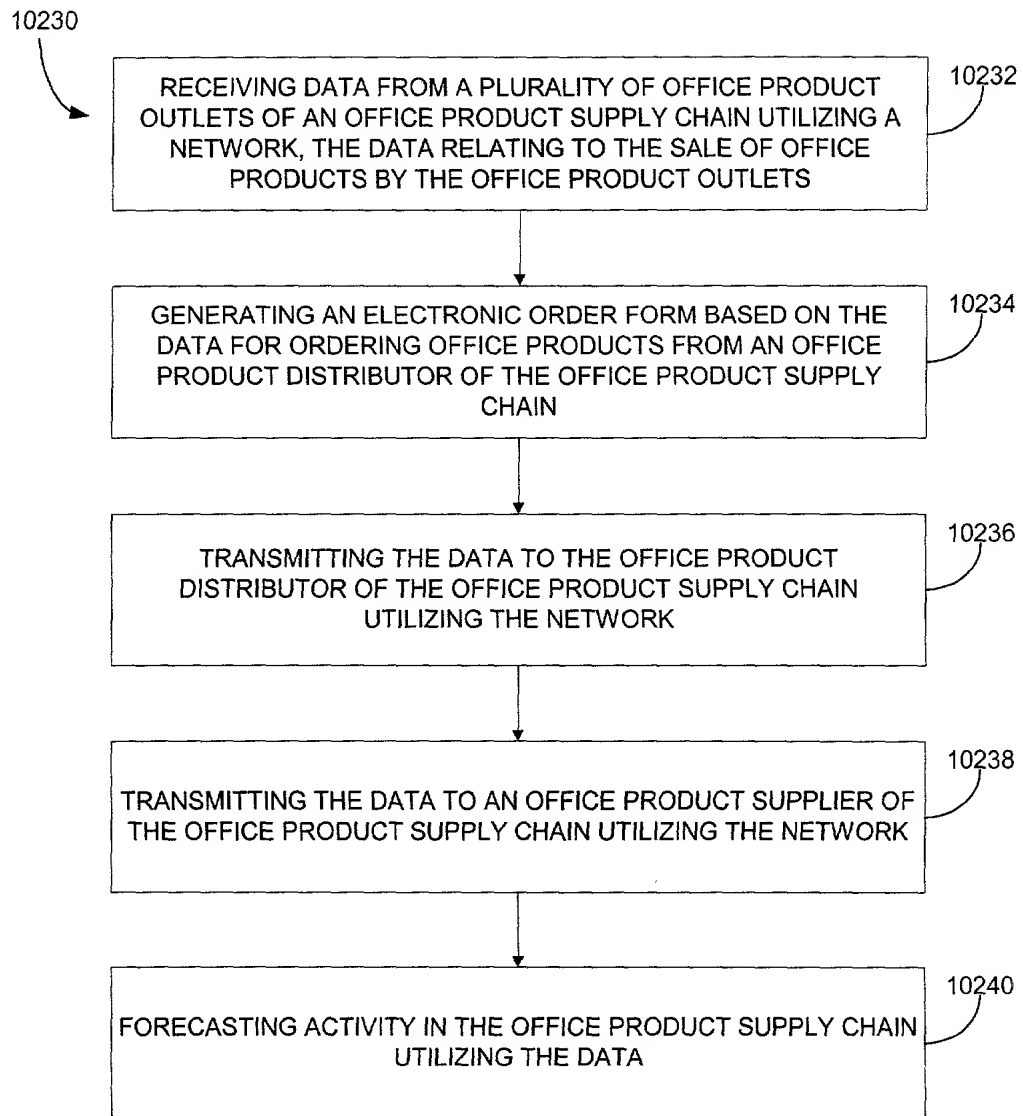
**FIG. 99**



**FIG. 100**

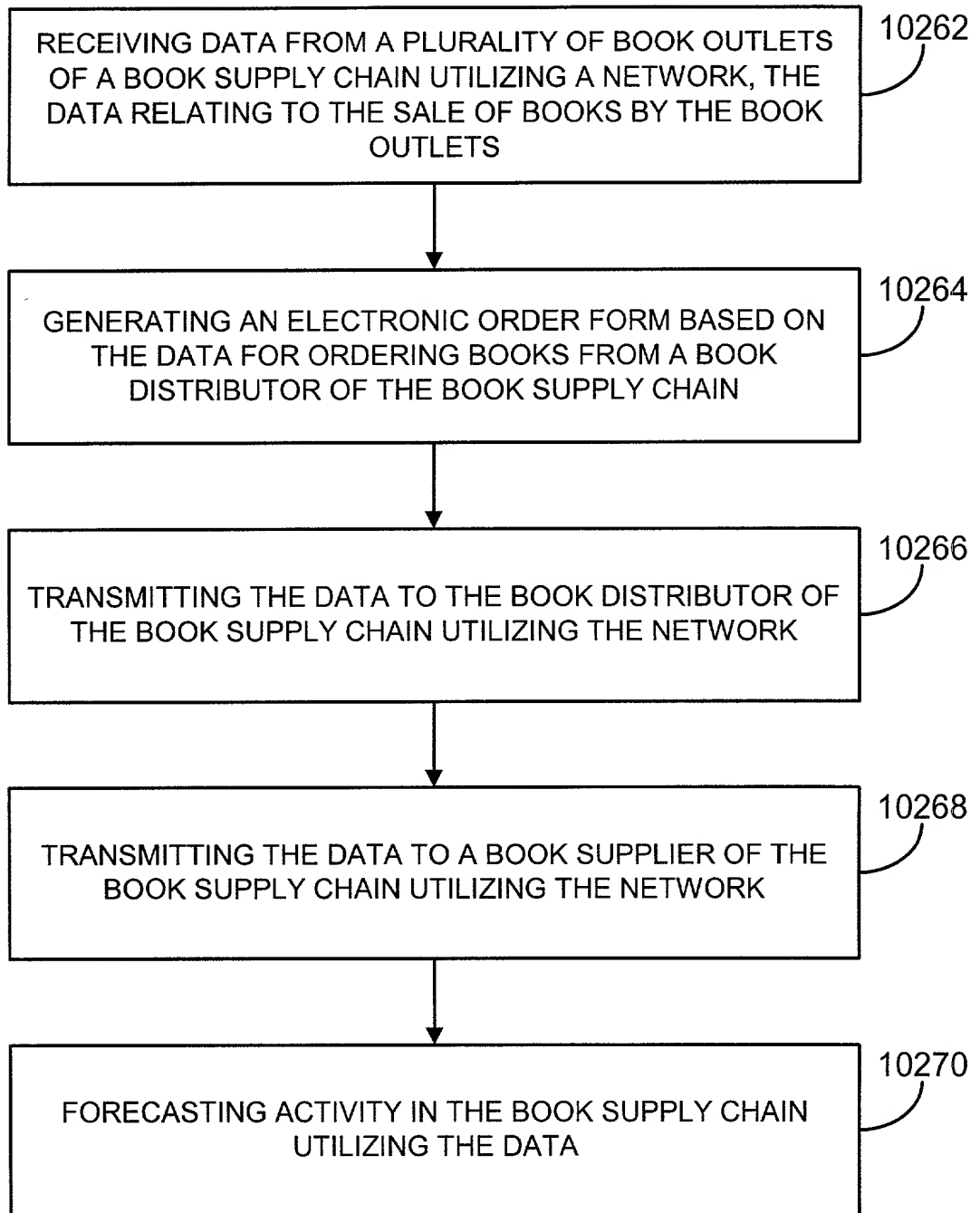


**FIG. 101**

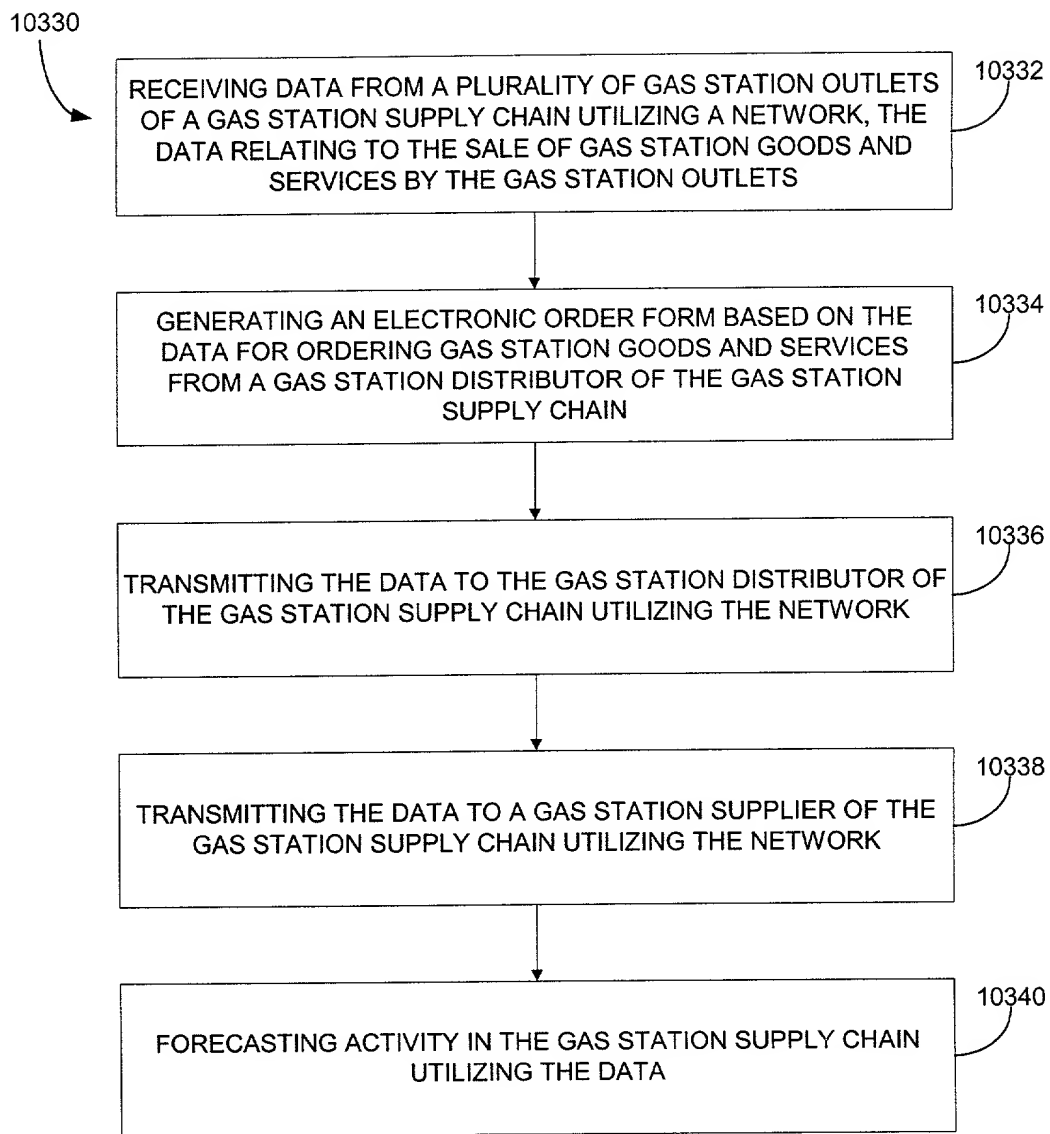


**FIG. 102A**

10260

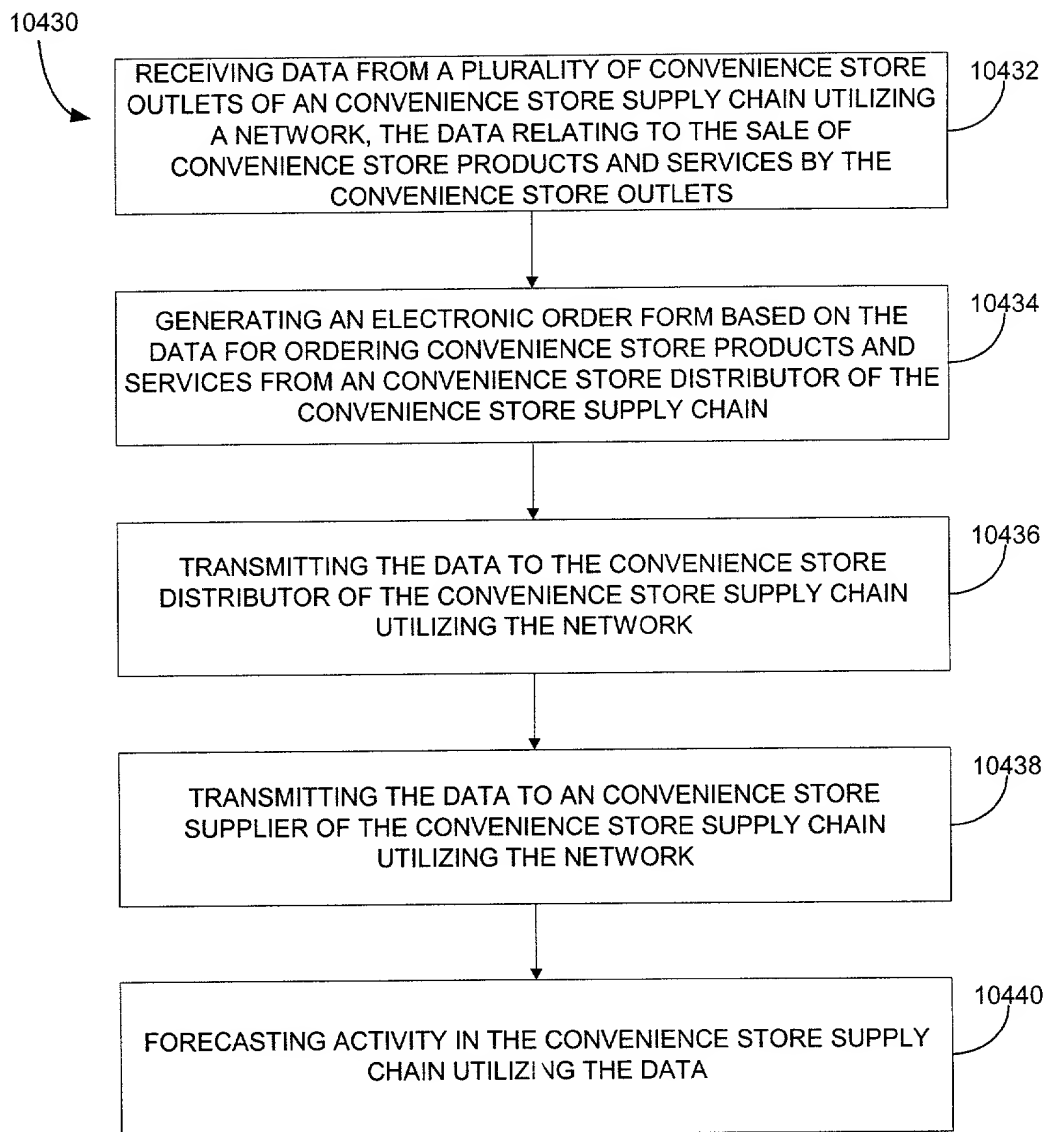


**FIG. 102B**



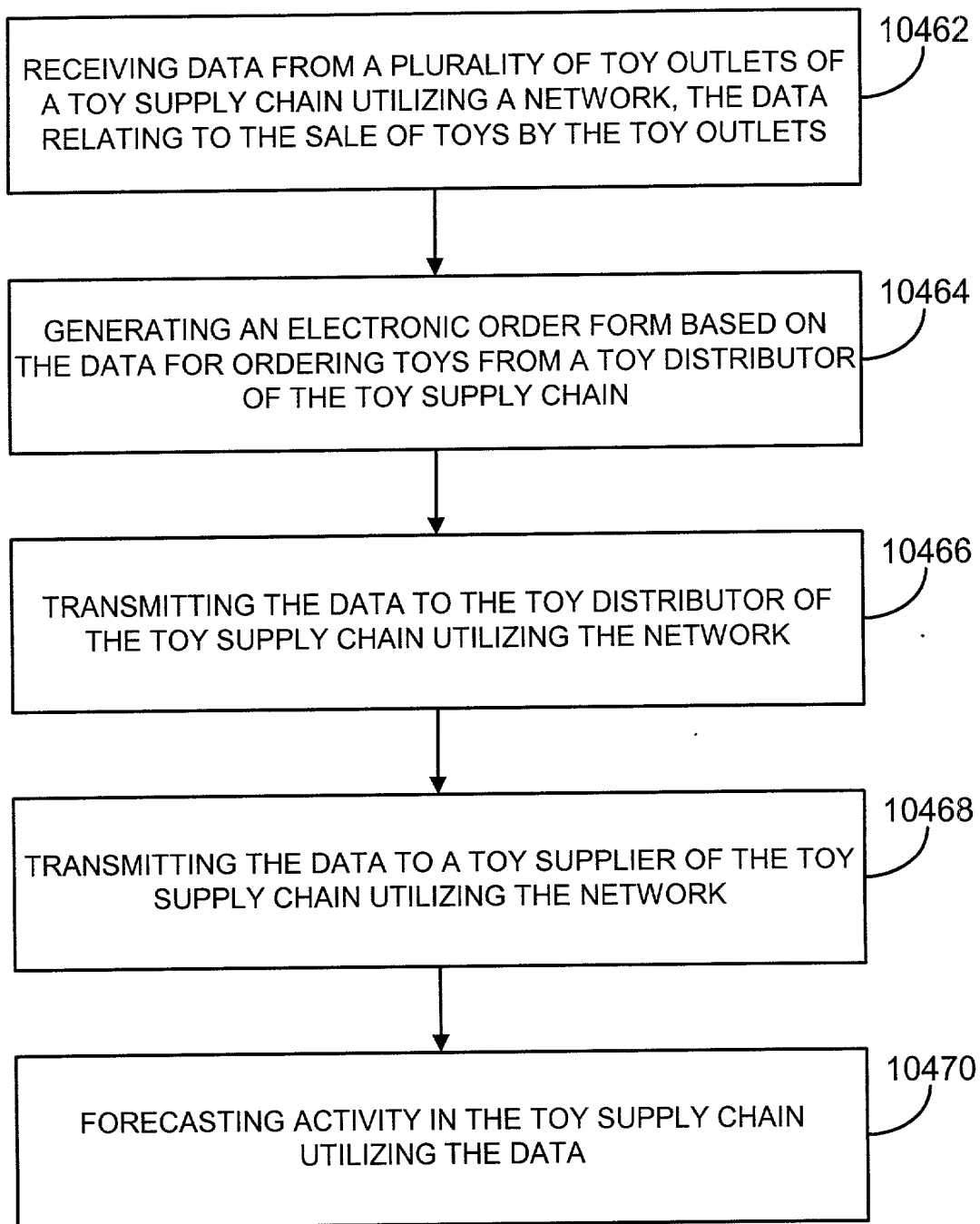
**FIG. 103**



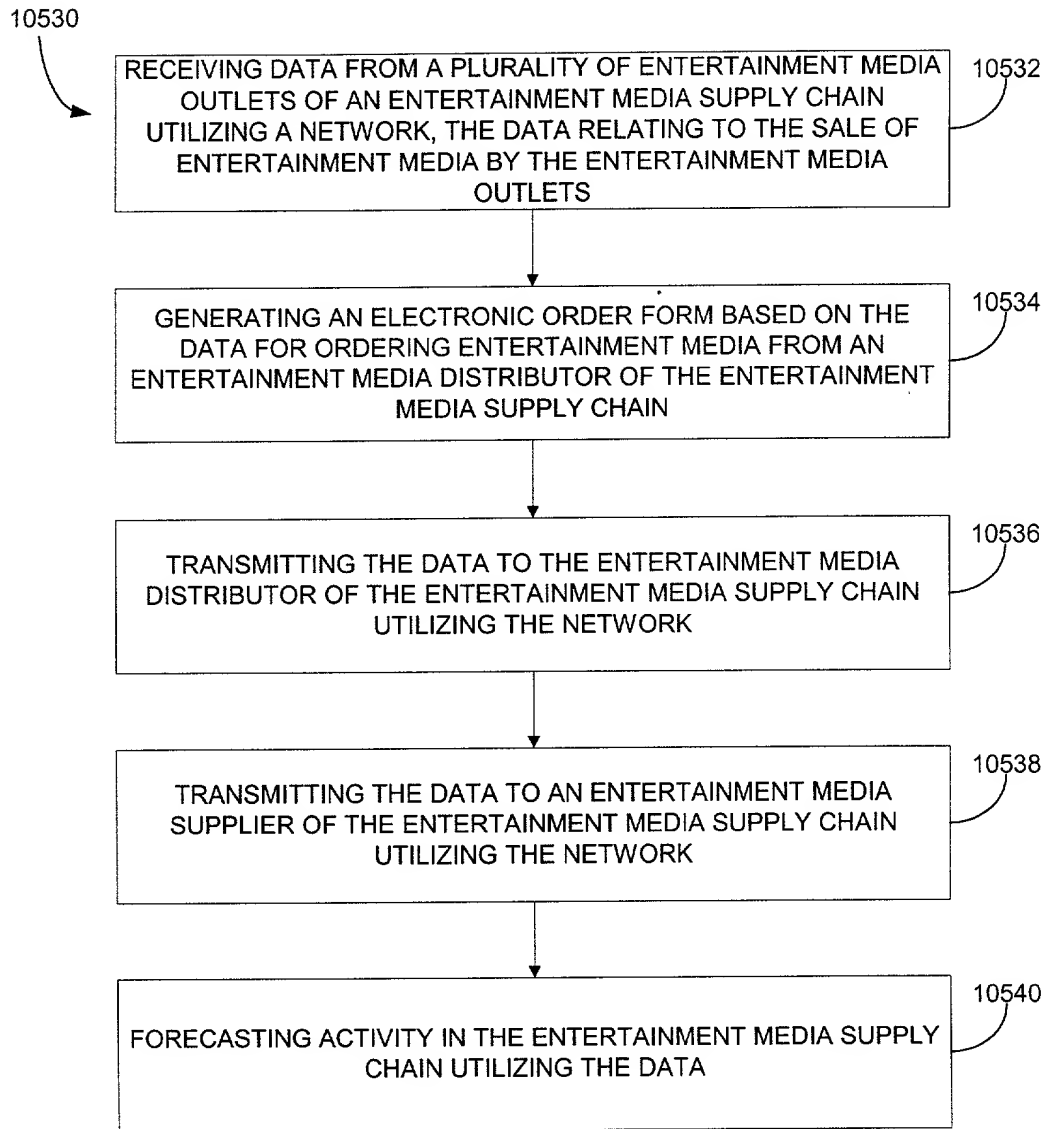


**FIG. 104A**

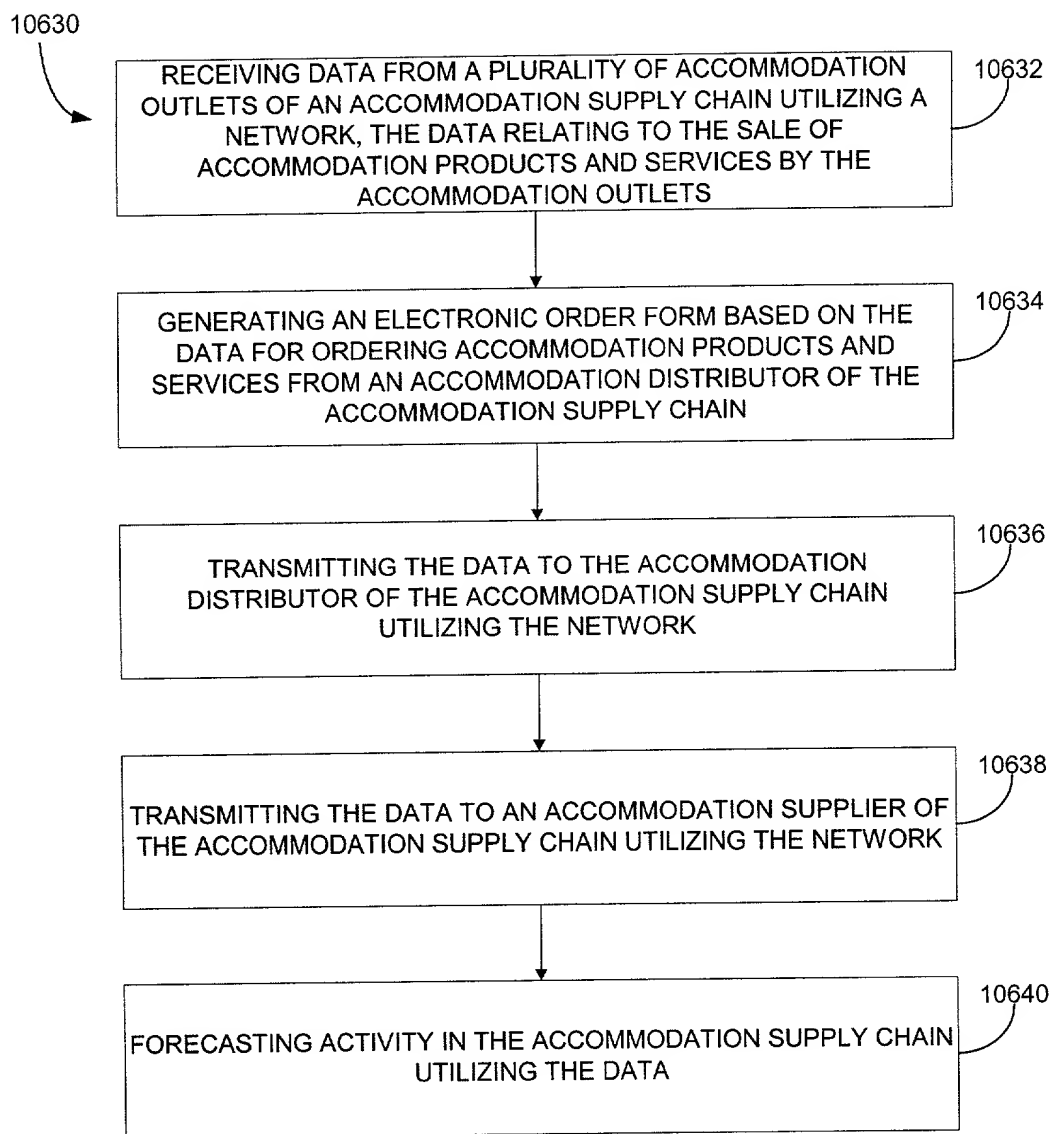
10460



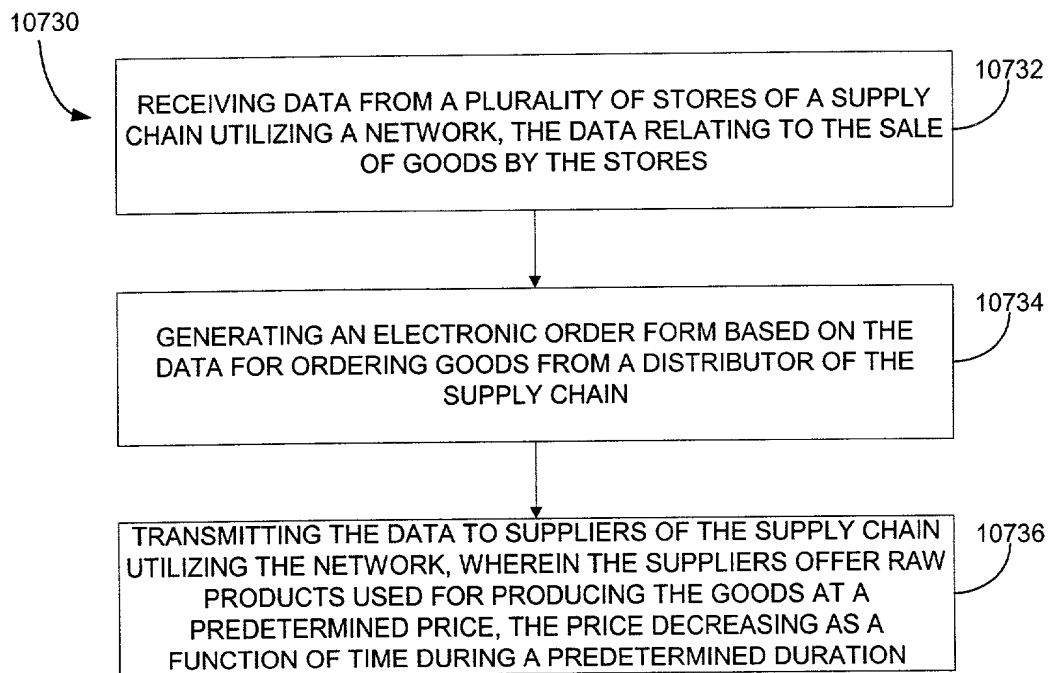
**FIG. 104B**



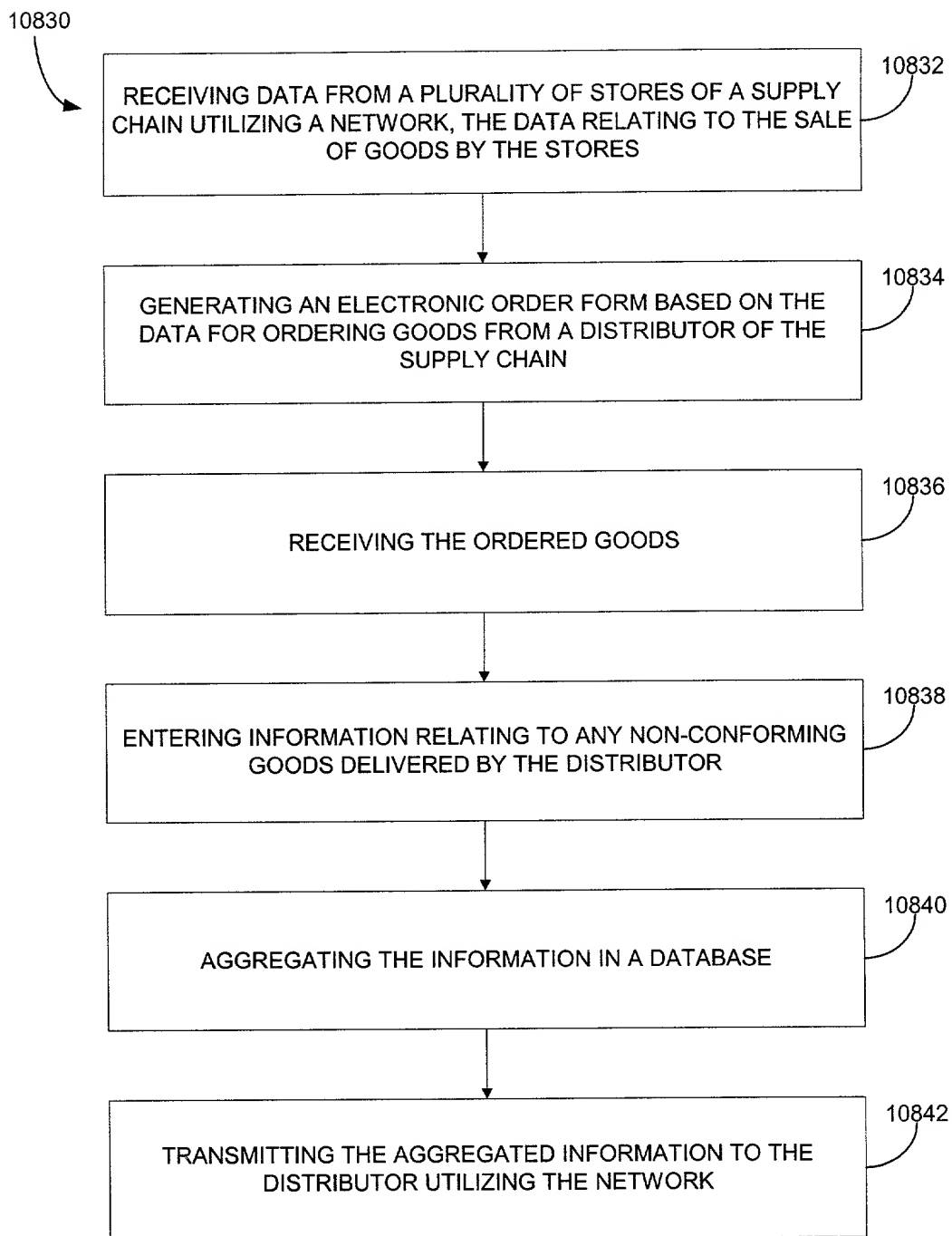
**FIG. 105**



**FIG. 106**

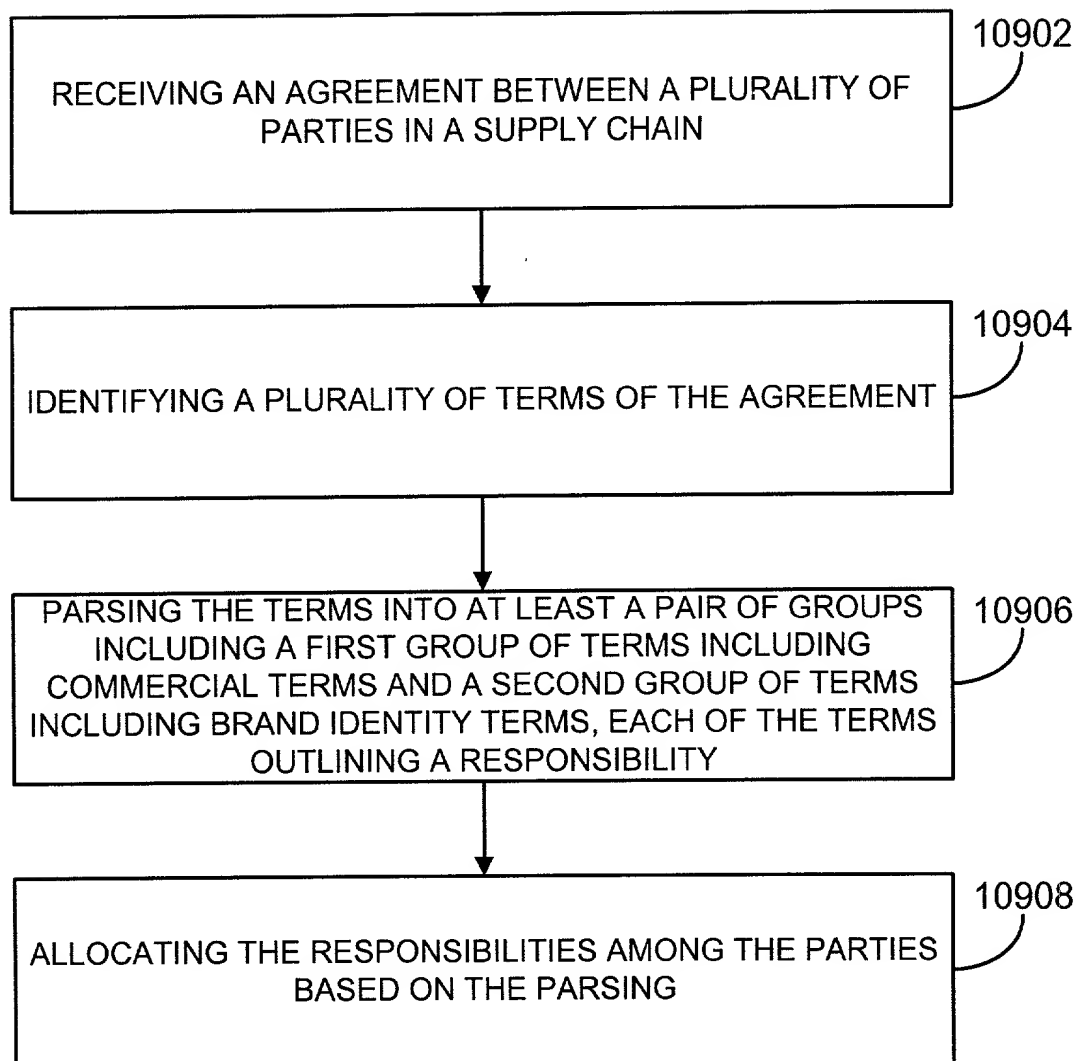


**FIG. 107**



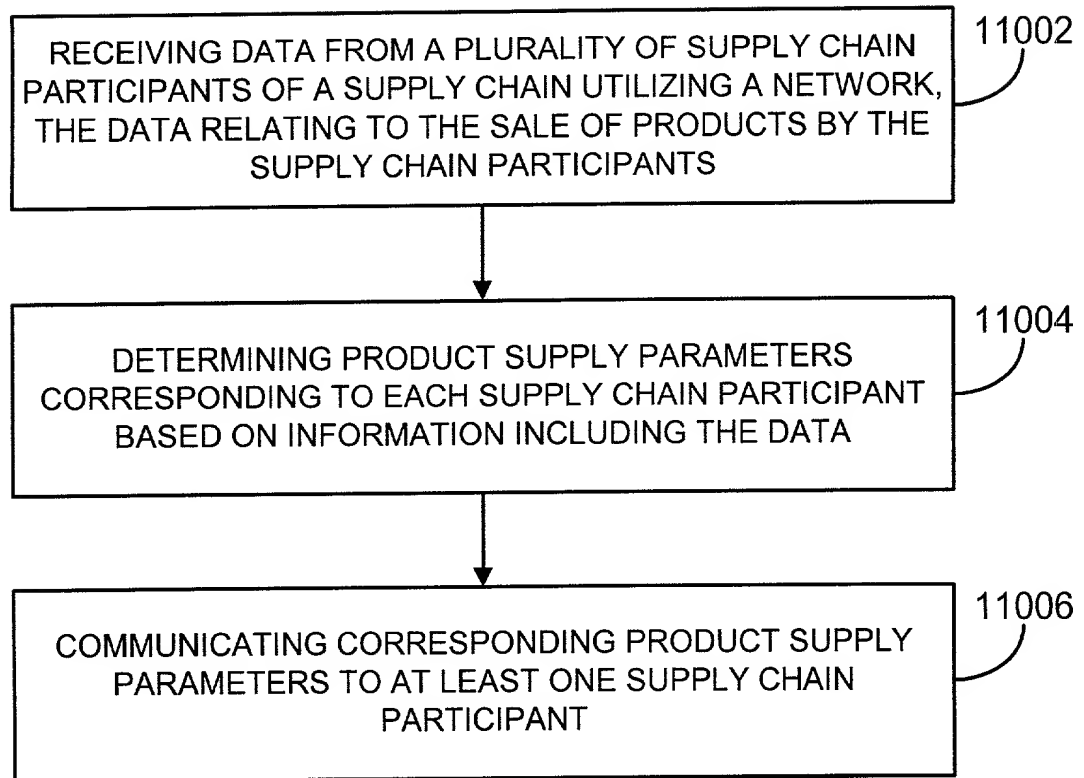
**FIG. 108**

10900



**FIG. 109**

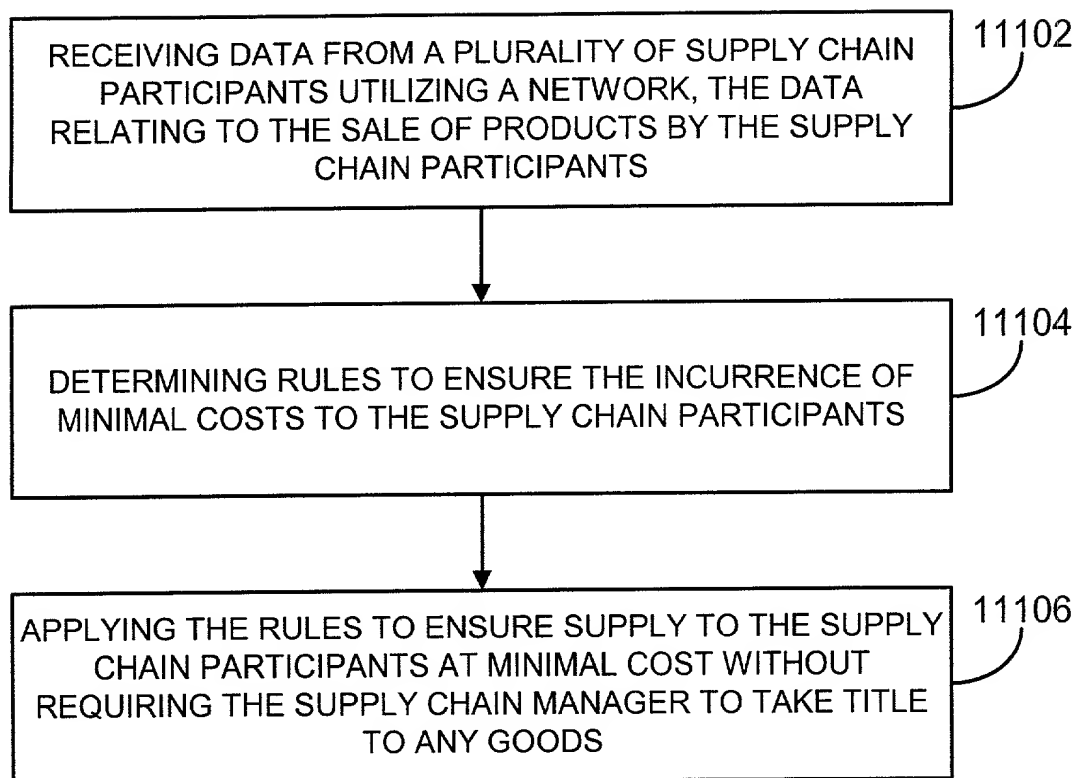
11000



**FIG. 110**

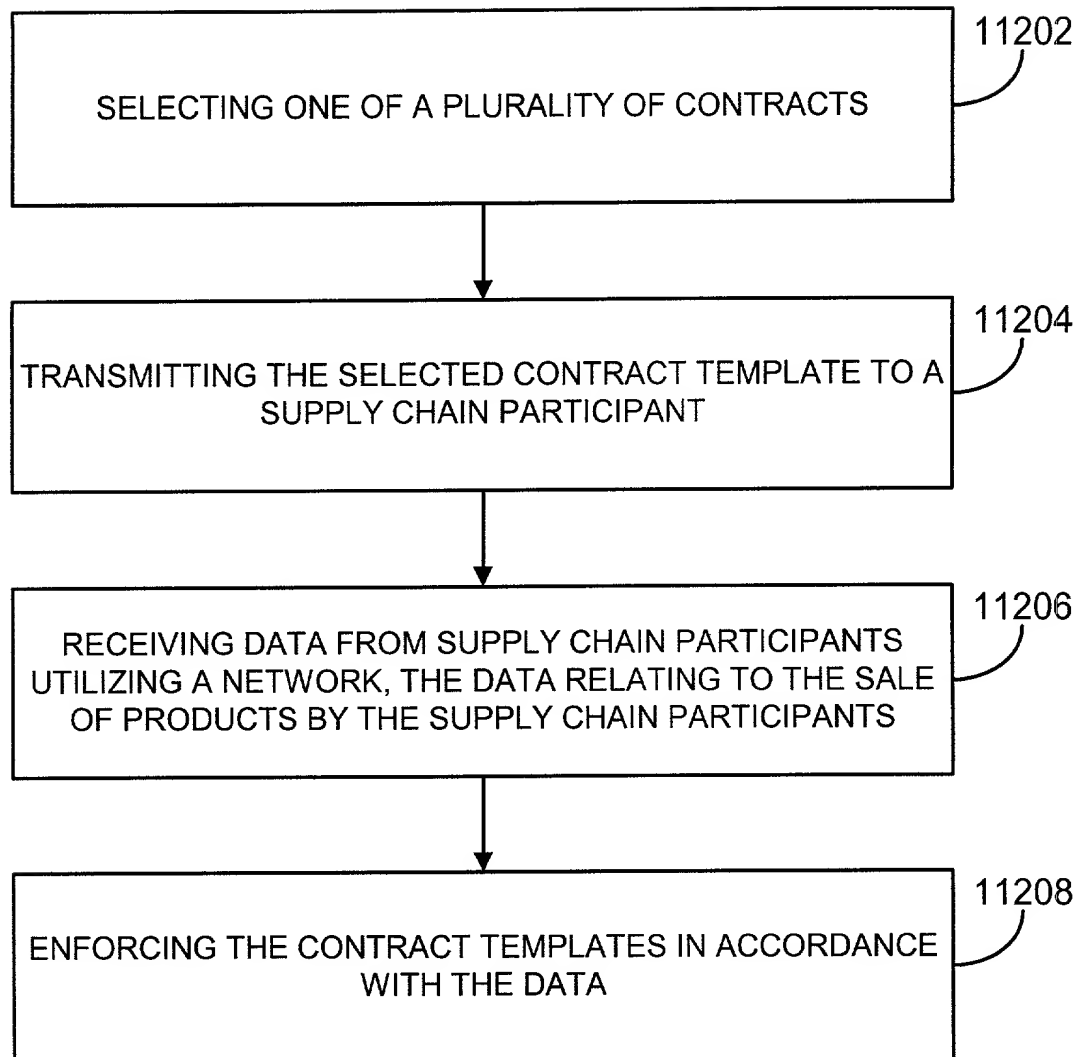


11100



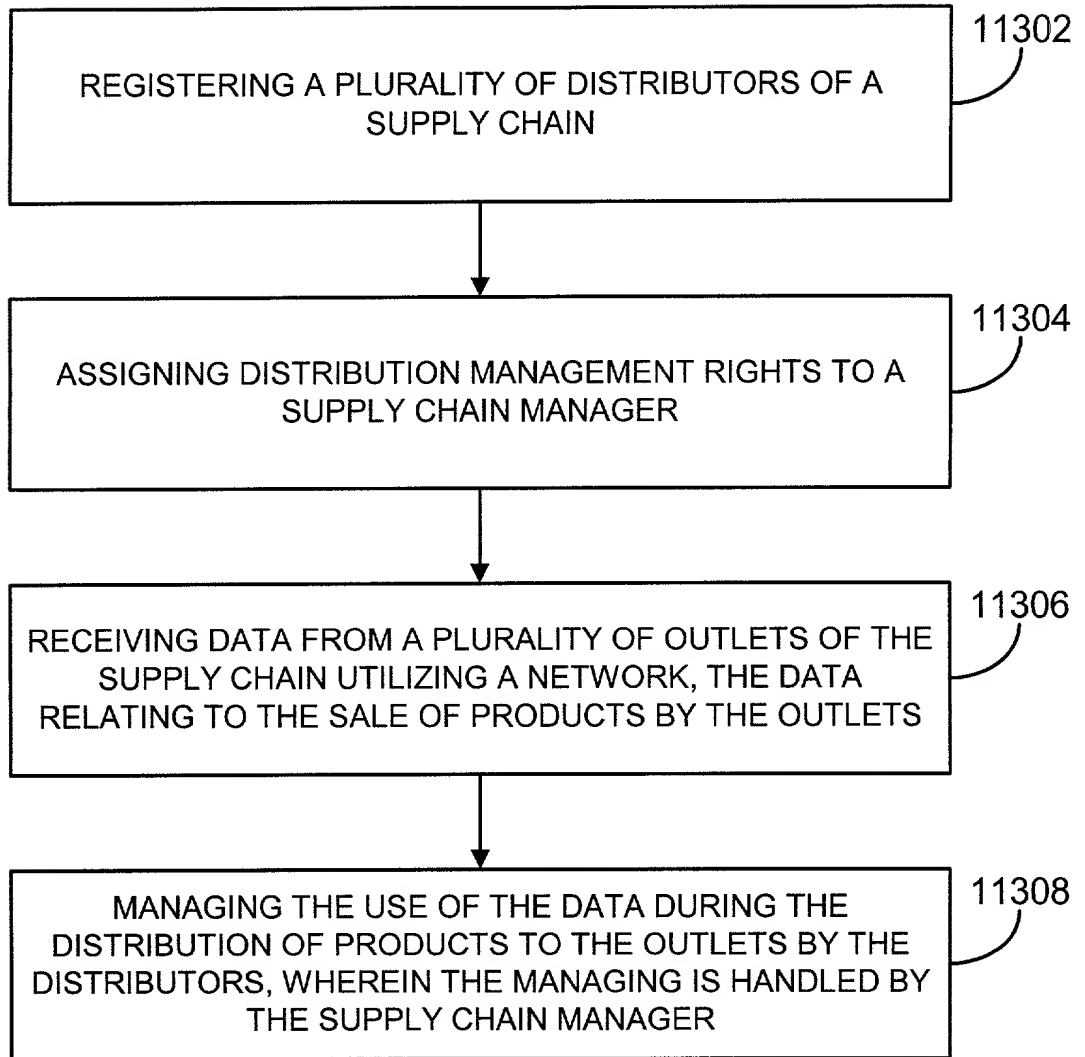
**FIG. 111**

11200



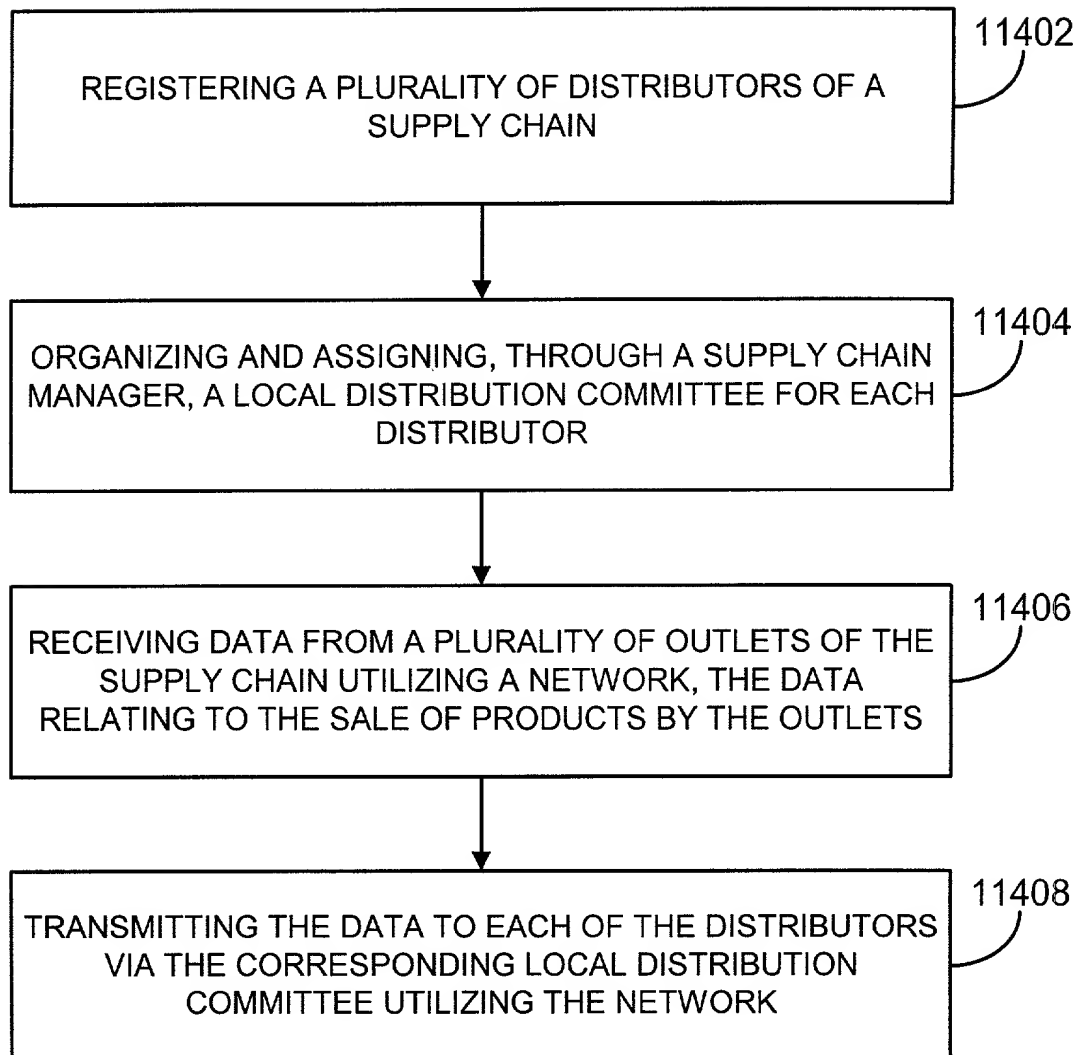
**FIG. 112**

11300



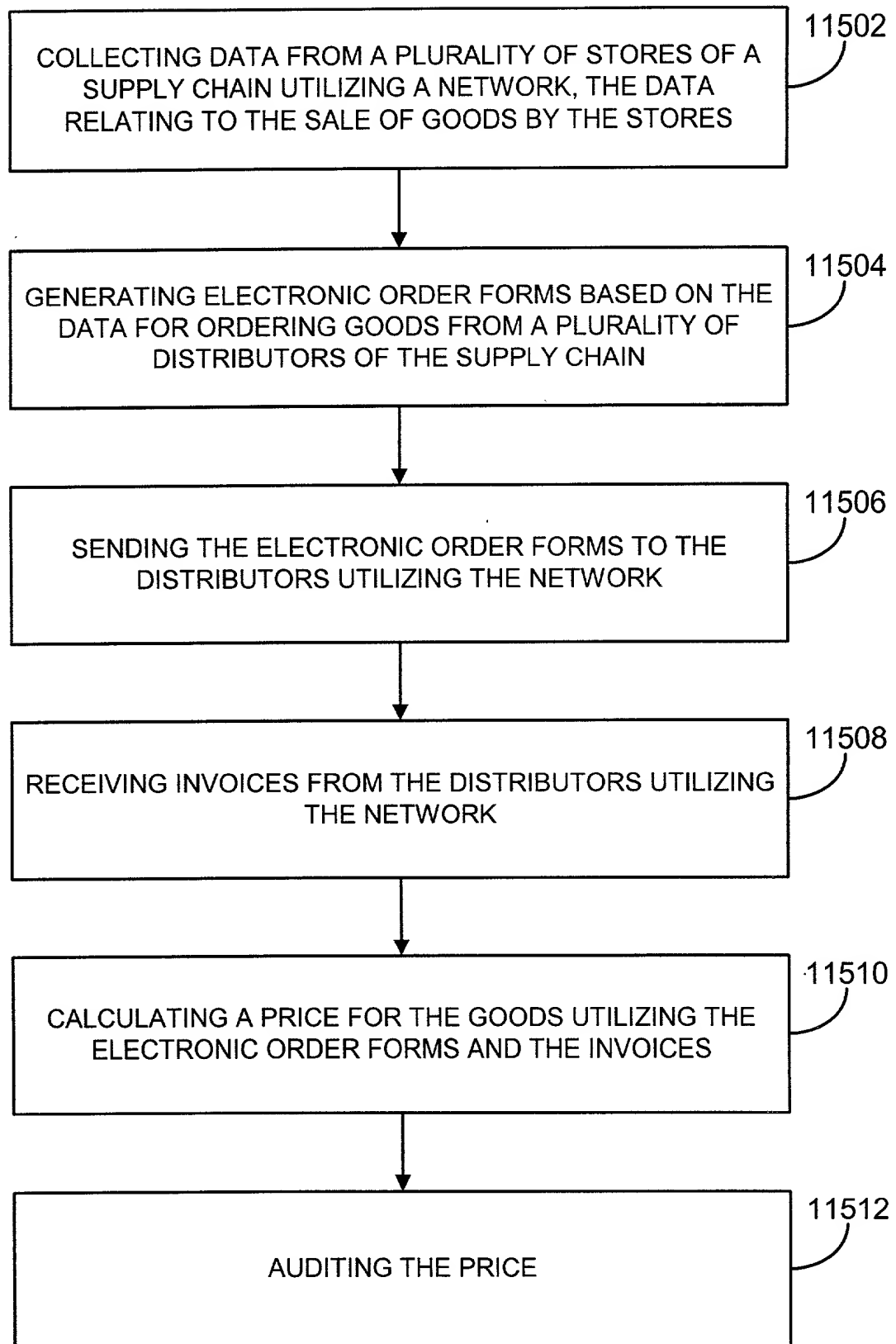
**FIG. 113**

11400



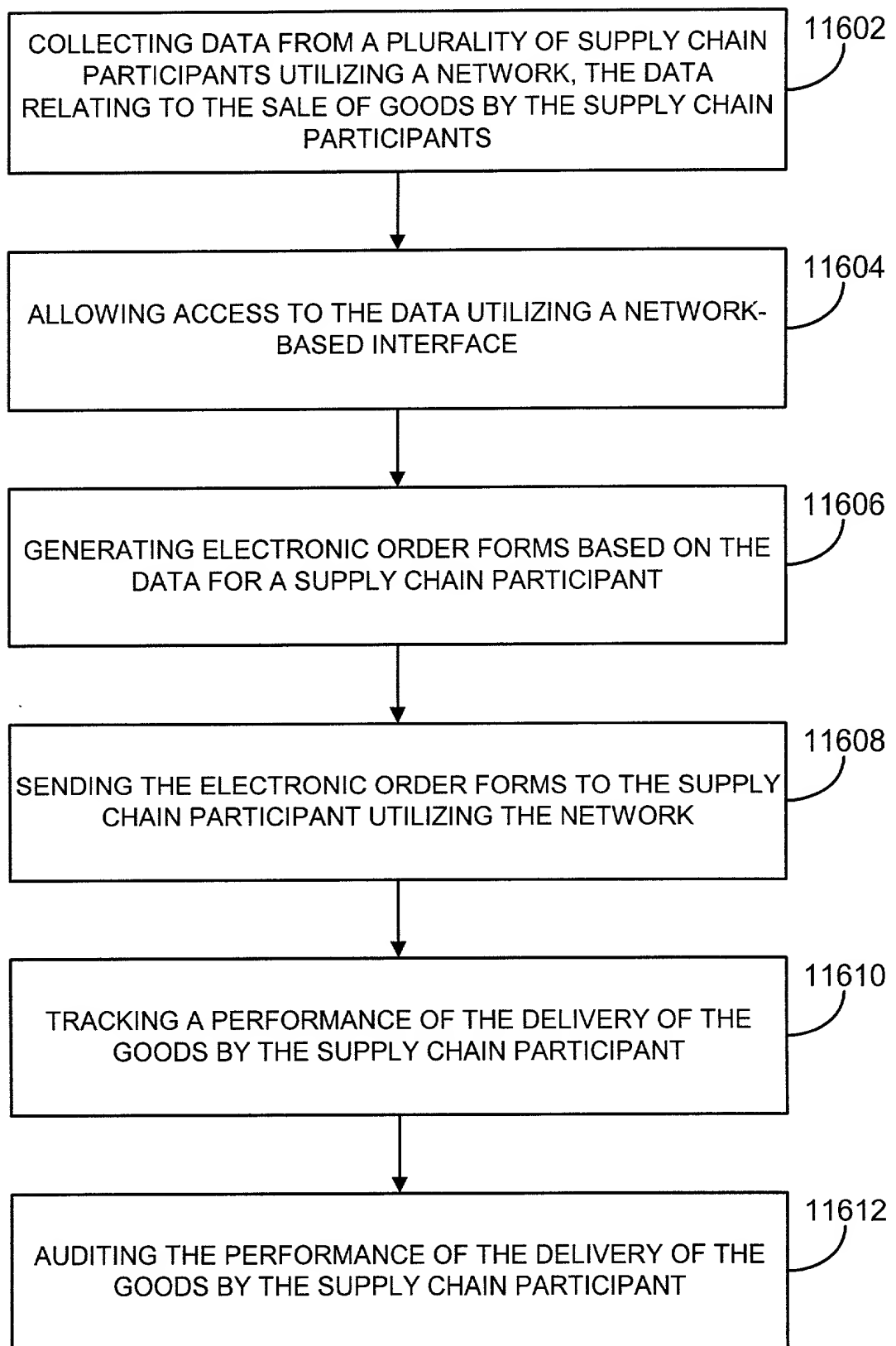
**FIG. 114**

11500



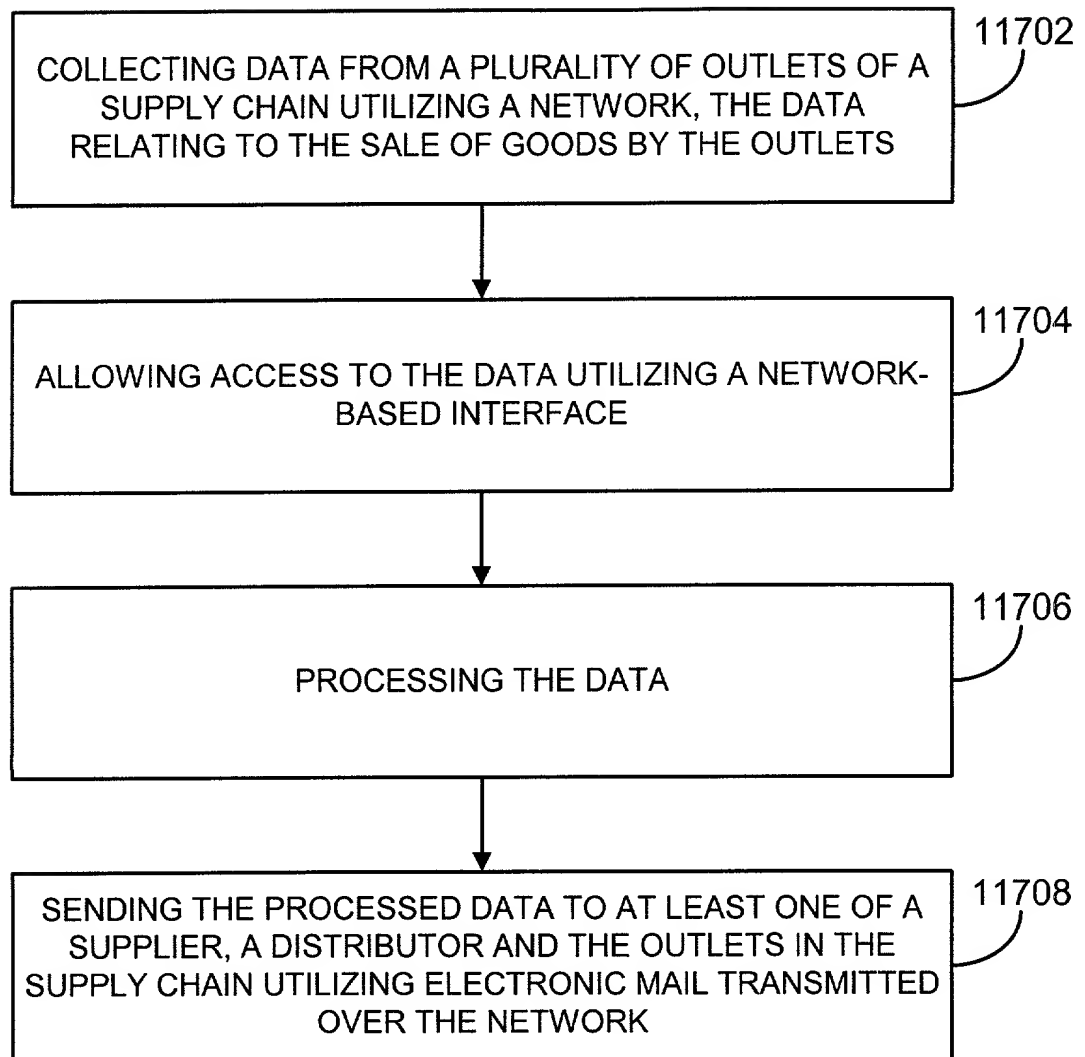
**FIG. 115**

11600



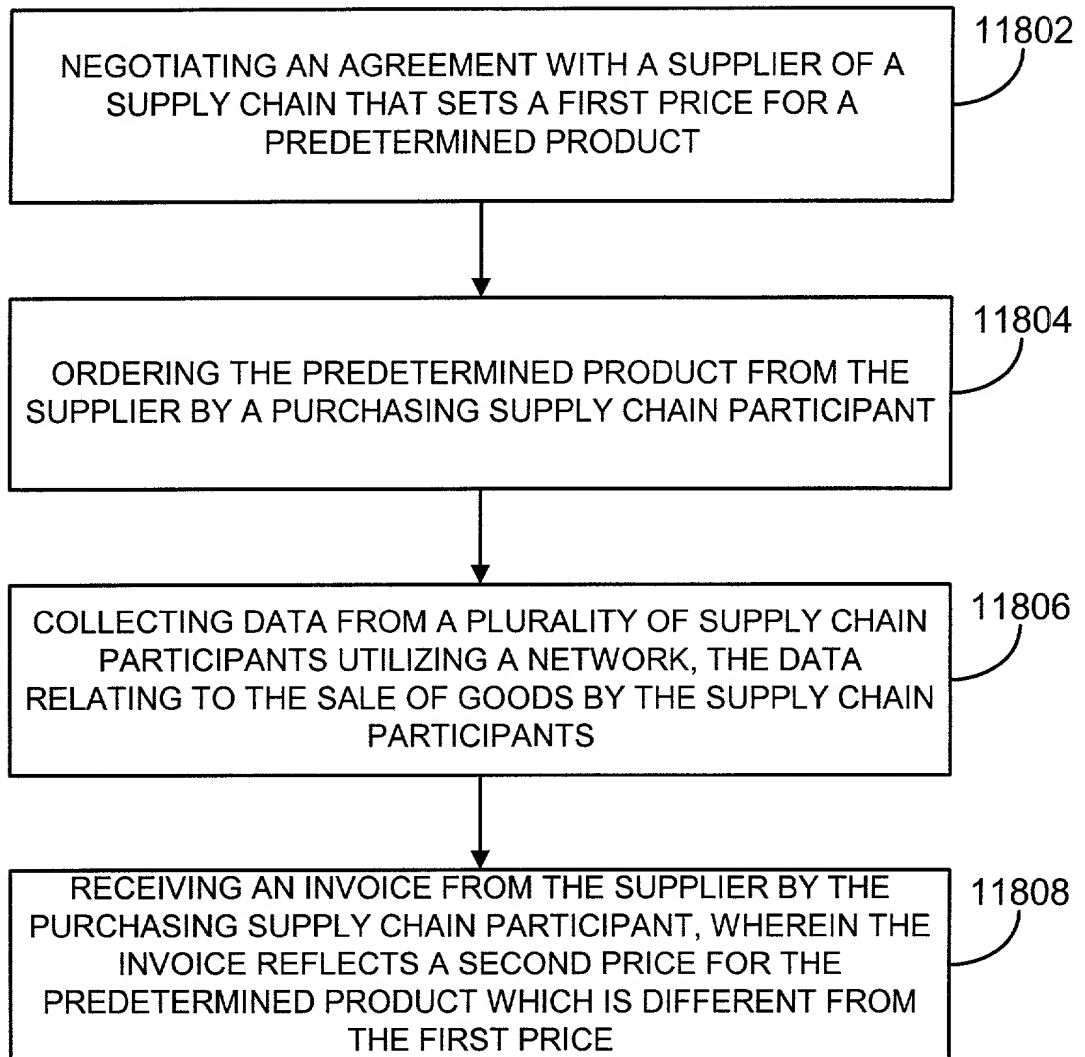
**FIG. 116**

11700



**FIG. 117**

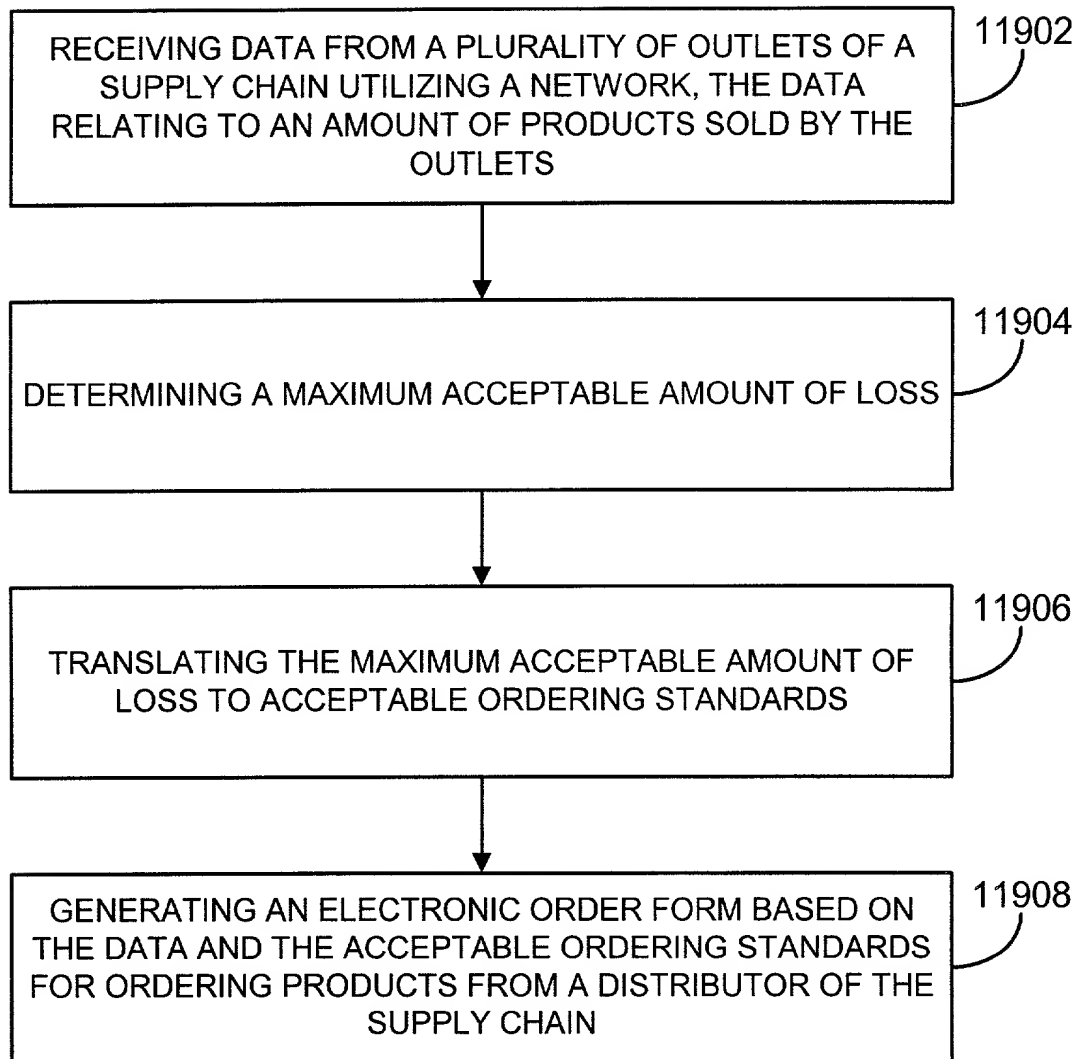
11800



**FIG. 118**

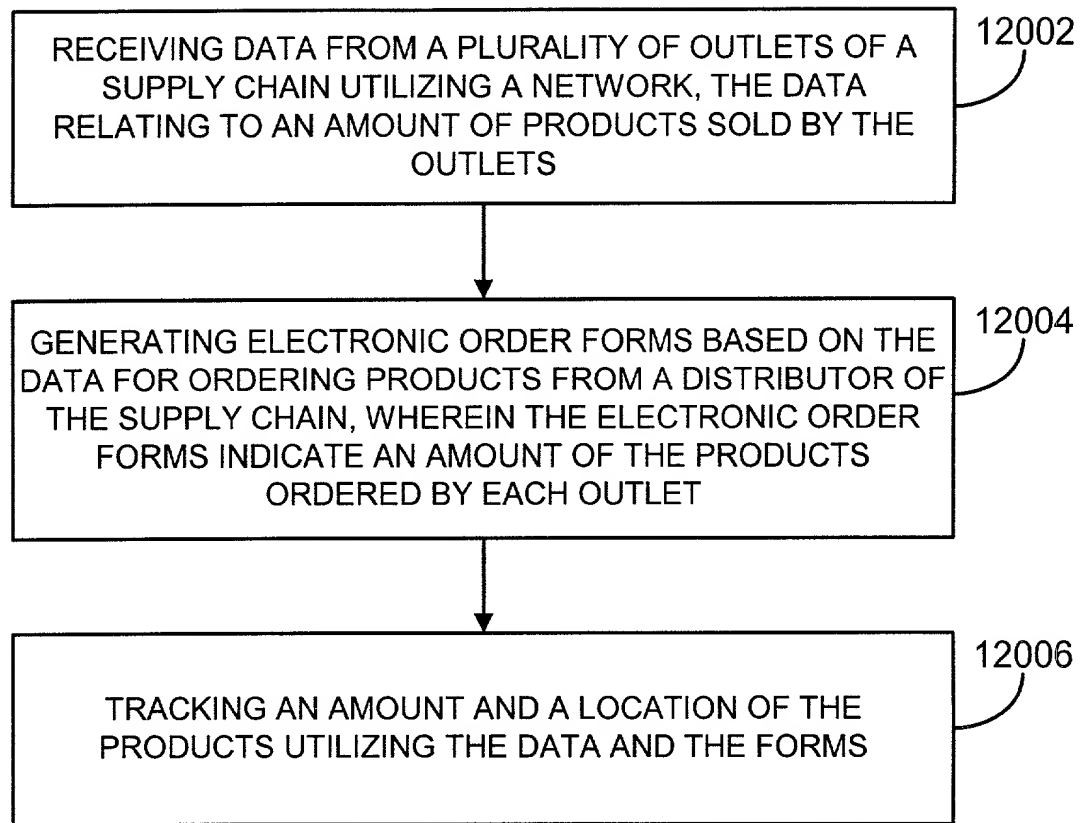


11900



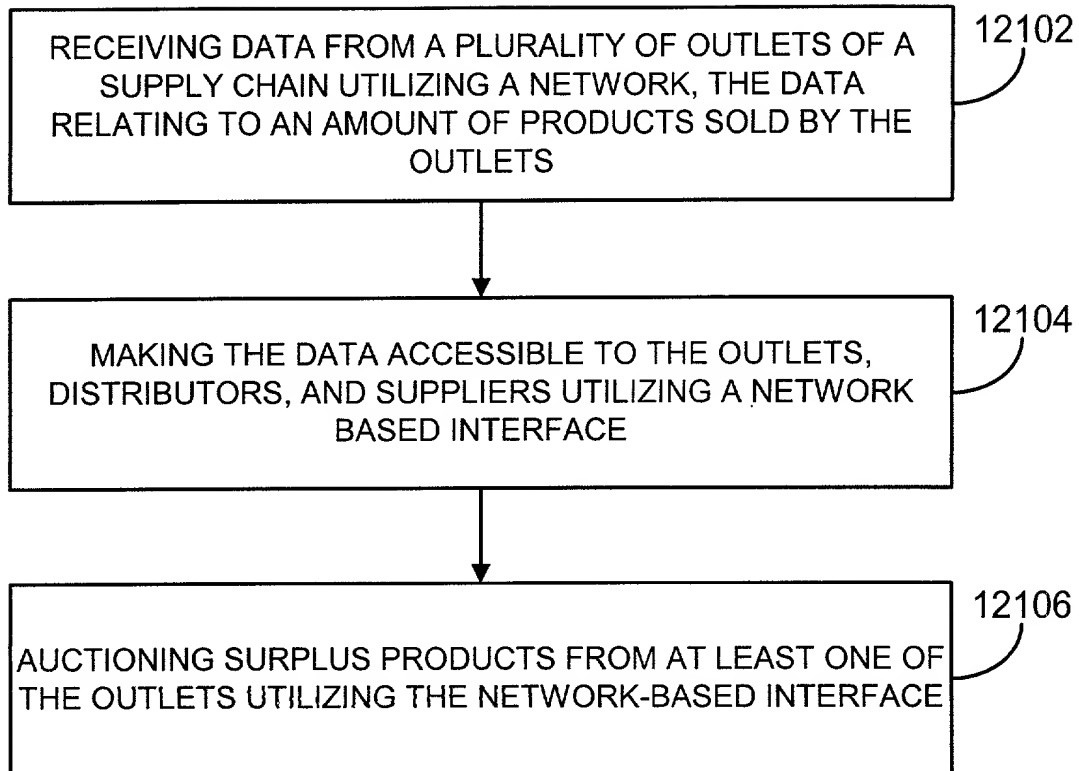
**FIG. 119**

12000



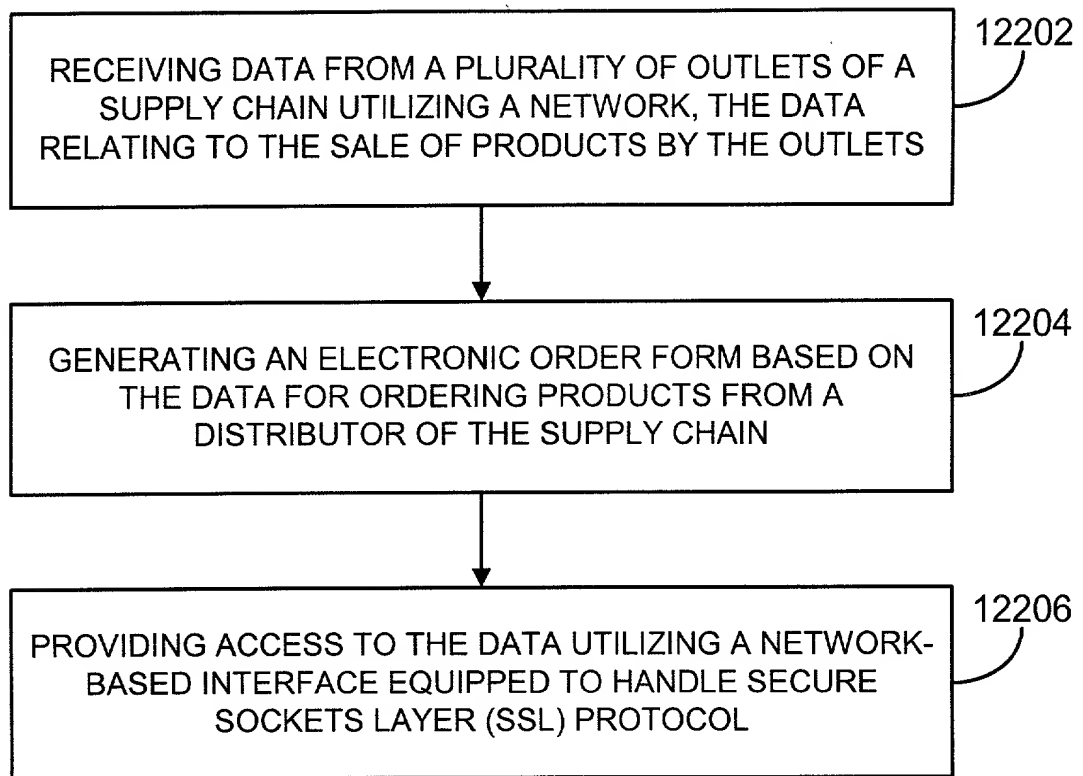
**FIG. 120**

12100



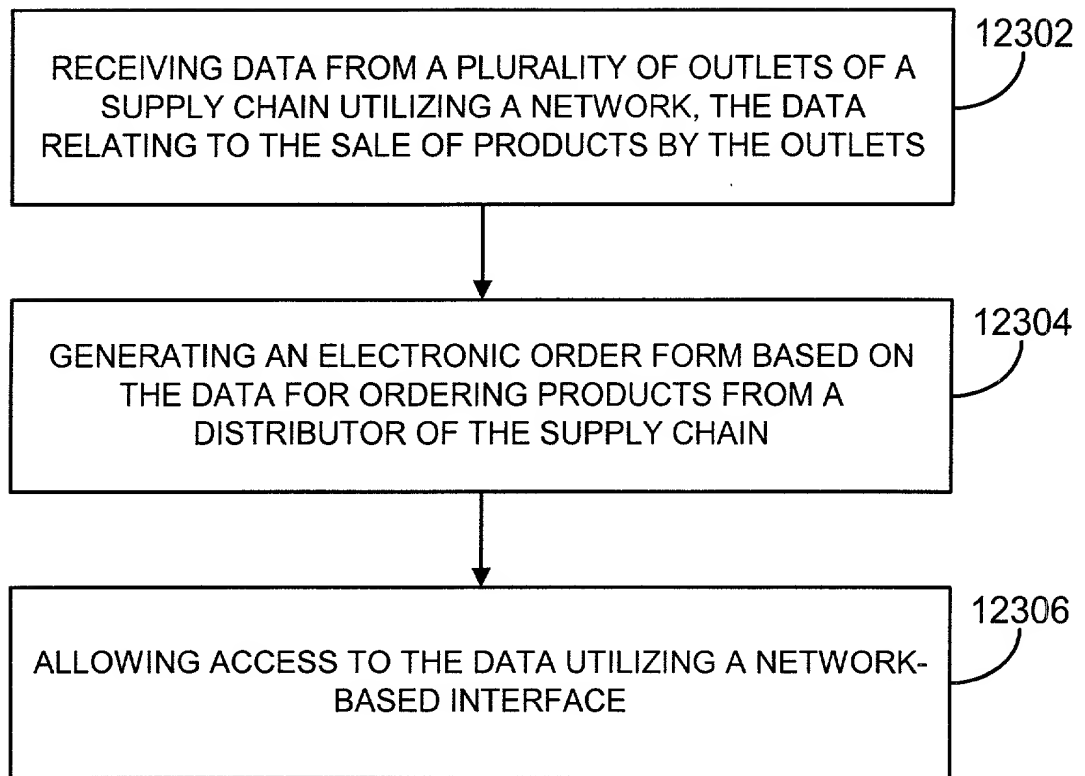
**FIG. 121**

12200



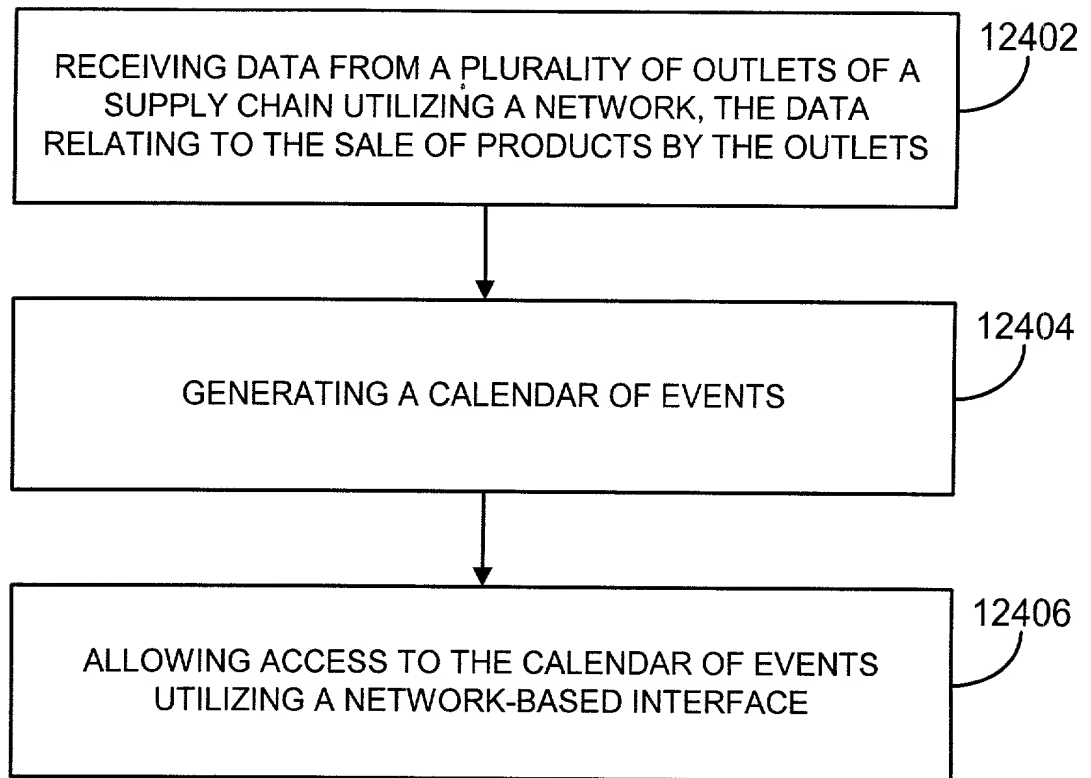
**FIG. 122**

12300



**FIG. 123**

12400



**FIG. 124**

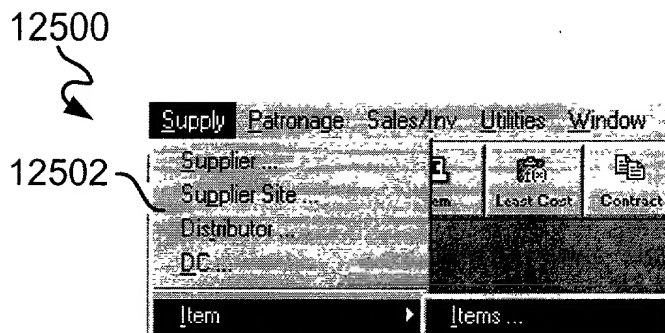


FIG. 125

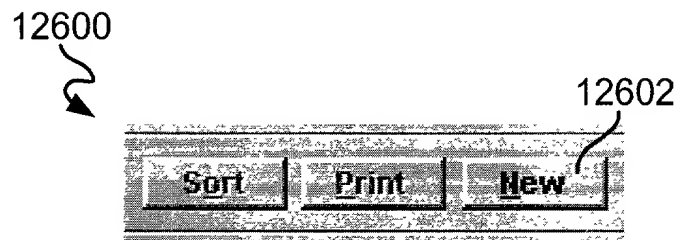


FIG. 126

Item Desc: [ ]

Item Number: [ ]

Product Cat Code: [ ]

Status Code: Active [ ]

Item Rank: [ ]

FIG. 127

12800

12800



### Landed Cost by Distribution Center

| Item                      | Inv FOB | Freight | Landed | Routing |
|---------------------------|---------|---------|--------|---------|
| Bag - Medium              | 4.85    | 0.23    | 5.08   | TL      |
| Bag - Large               | 6.7     | 0.23    | 6.93   | TL      |
| Biscuits - Frozen         | 12.33   | 1.15    | 13.48  | TL      |
| Brush - Pot, Long Handle  | 40.2    | 2.02    | 42.22  | TL      |
| Brush - Pot, Short Handle | 24      | 1.39    | 25.39  | TL      |
| Carton - Breakfast        | 16.59   | 1.1     | 17.69  | RDC     |
| Carton - Large Fry        | 29.91   | 0.81    | 30.72  | RDC     |
| Carton - Medium Fry       | 18.92   | 0.73    | 19.65  | TLMIN   |

FIG. 128



12900



FIG. 129

13000

|                     |   |                         |          |
|---------------------|---|-------------------------|----------|
| Supplier Item Desc: |   | Item No:                |          |
| Current:            | <input checked="" type="radio"/> Yes <input type="radio"/> No | Tie Qty:                |          |
| Items per Case:     | 5000  | High Qty:               |          |
| Innerpack Contents: | 5/1000  | Cases Per Pallet:       |          |
| Item Size:          |   | Stacking Allowed:       |          |
| Case Length:        |   | Universal Product Code: |          |
| Case Width:         |   | Cases Per Truckload:    | 1350     |
| Case Depth:         |   | Net Weight:             | 39.00    |
| Case Dimension U/M: | INCHES  | Gross Weight:           | 39.00    |
| Item Cube:          | 0.95 CUBIC FEET   | Weight U/M:             | POUND(S) |
| Item Shelf Life:    |   | Bar Code:               |          |

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

|                         |                               |                                      |
|-------------------------|-------------------------------|--------------------------------------|
| <b>Site Information</b> | <b>Site Id:</b> 17355         | <b>Site Role:</b> FOB Shipping Point |
| <b>Site Name:</b>       | TYSON FOODS - NEW HOLLAND, PA |                                      |

13102

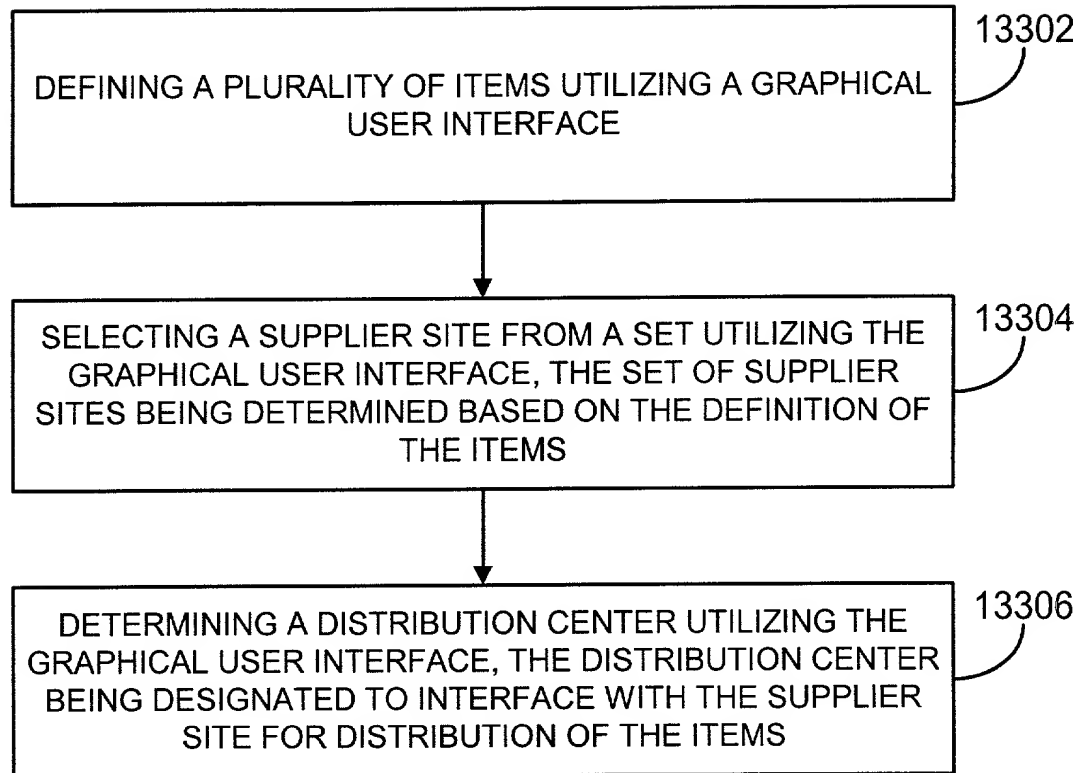
FIG. 131

13200

|                         |                            |                           |
|-------------------------|----------------------------|---------------------------|
| <b>Site Information</b> | <b>Site Id:</b> 16         | <b>FOB Shipping Point</b> |
| <b>Name:</b>            | AMERISERVE-FARMINGDALE, NY | <b>Railroad Name:</b>     |
| <b>Status:</b>          | Active                     | <b>Rail Sidings:</b>      |

FIG. 132

13300



**FIG. 133**

13400

|                 |   |           |        |      |        |        |  |
|-----------------|---|-----------|--------|------|--------|--------|--|
| Item:           | WRAP-BACON DOUBLE CHEESEBURGER DELUXE                         | Begin:    | 7/1/96 | End: | 9/1/96 | Final: |  |
| Override Rules: | <input type="radio"/> Yes <input checked="" type="radio"/> No | Apply By: | Cell   |      |        |        |  |

FIG. 134

13500

| DC                          | Supplier FOB Point             |
|-----------------------------|--------------------------------|
| AMERISERVE-DENVER, CO       | TYSON FOODS - GREEN FOREST, AR |
| AMERISERVE-DOUGLASVILLE, GA | TYSON FOODS - ALBERTVILLE, AL  |
| AMERISERVE-FARMINGDALE, NY  | TYSON FOODS - NEW HOLLAND, PA  |

FIG. 135

13600

| Con FOB | Inv FOB | Freight | Landed  |
|---------|---------|---------|---------|
| 34.3200 | 34.3900 | 0.8400  | 35.2300 |
| 34.3200 | 34.3900 | 0.2900  | 34.6800 |

FIG. 136

13700

| Contr | LB      | Trk | Routing |
|-------|---------|-----|---------|
| 96    | 83,600  | 2.0 | TL      |
| 96    | 215,040 | 5.1 | TL      |

FIG. 137

13800



FIG. 138

13900

| Min Ordr | UM           | Slip   | Deliv. |
|----------|--------------|--------|--------|
| 1        | TRUCKLOAD(S) | Pallet |        |
| 1        | TRUCKLOAD(S) | Pallet |        |

FIG. 139

14000

| Carrier | Stated Vol |
|---------|------------|
| Truck   | 83,600     |
| Truck   | 215,040    |

FIG. 140

14200



FIG. 142

14100

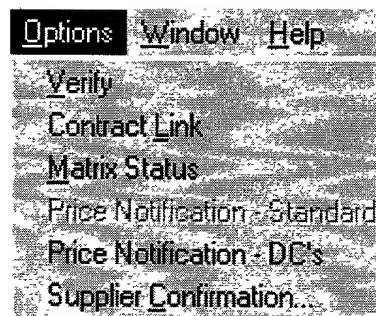


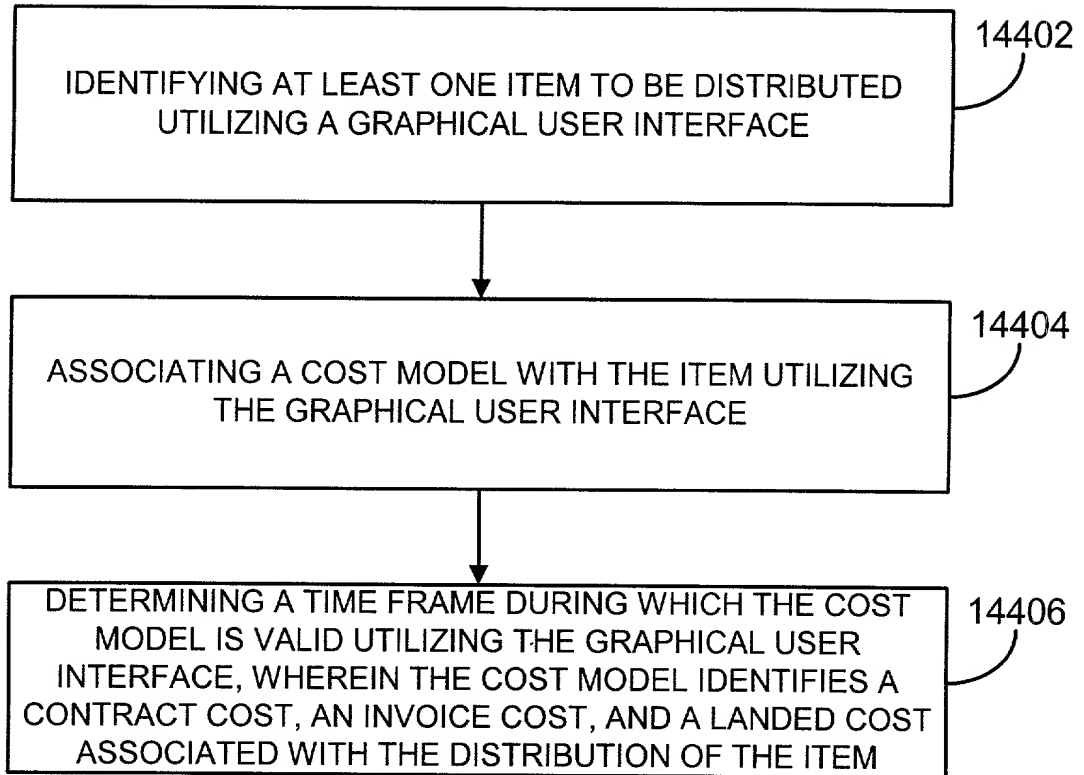
FIG. 141

14300

|                    |                                   |    |
|--------------------|-----------------------------------|----|
| Cost               | Edit / View ...                   | F3 |
| Commodities        | New (using previous matrix) ...   | F4 |
| Vendor Rating      | New (build matrix) ...            | F5 |
| Contact Management | Multi Item Price Notification ... |    |

FIG. 143

14400



**FIG. 144**

14500



FIG. 145

14600

|                     |                   |                                   |
|---------------------|-------------------|-----------------------------------|
| Contract ID:        | 673 - TYSON FOODS |                                   |
| Initial Buyer Name: | Jamie Harsh       | Current Buyer Name: Chris Stanton |

FIG. 146

14700

|                      |               |
|----------------------|---------------|
| Contract Start Date: | 05/15/98      |
| Contract End Date:   | 12/31/02      |
| Execution Date:      | 5/15/98       |
| Effective:           | Shipment Date |
| Payment Terms:       | Net 10        |

FIG. 147

14800

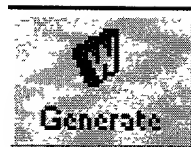


FIG. 148

14900



FIG. 149

15000



FIG. 150

15100

Select the End Dates to Use on the Exhibit

| Item Description        | Cost Matrix End Date         | Contract End Date                        | No End Date                   |
|-------------------------|------------------------------|--|-------------------------------|
| BEEF - 77%              | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER 4.0 OZ     | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |
| BEEF-WHOPPER JR. 2.8 OZ | <input type="radio"/> 8/1/98 | <input checked="" type="radio"/> 2/24/08 | <input type="radio"/> No Date |

FIG. 151

15200

Options Window Help

- New Items...
- Delete Item...
- Exhibit A
- Exhibits B
- Exhibits C
- Replacement Exhibit B

FIG. 152

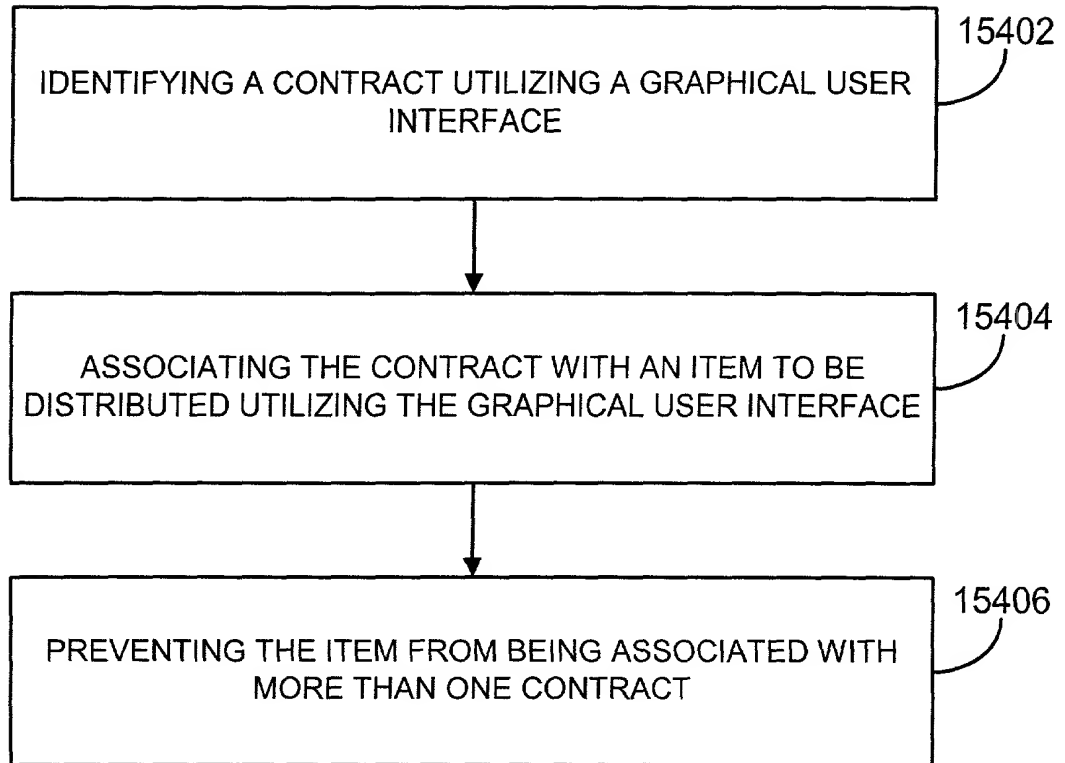
15300

Exhibit C

FIG. 153



15400



**FIG. 154**

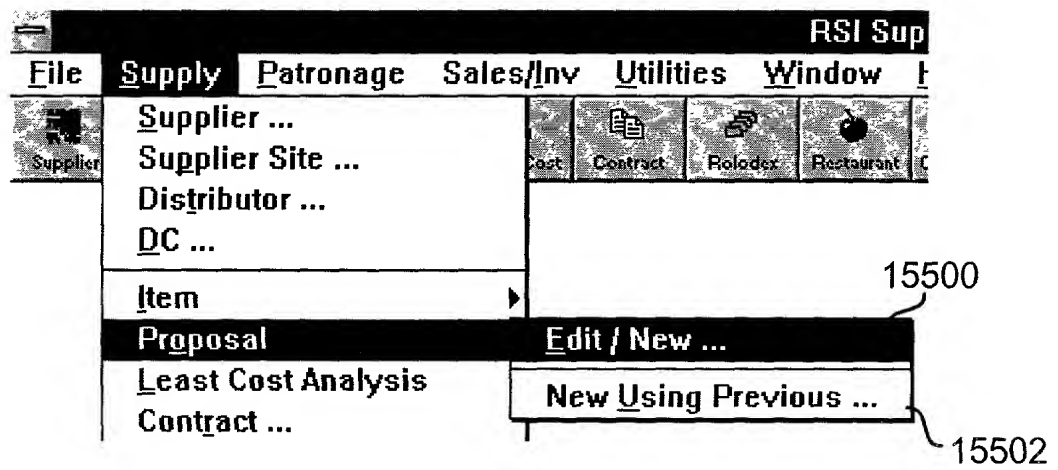


FIG. 155

15600

**Proposal - Foam Hot Cups & Polystyrene Lids**

|                  |       |           |     |           |          |       |           |          |
|------------------|-------|-----------|-----|-----------|----------|-------|-----------|----------|
| <b>Main Info</b> | Items | Suppliers | DCs | FOB Price | DC/Rest. | Usage | Templates | View Bid |
|------------------|-------|-----------|-----|-----------|----------|-------|-----------|----------|

**Proposal Information**

|                       |                                  |                             |          |
|-----------------------|----------------------------------|-----------------------------|----------|
| <b>Proposal ID:</b>   | 1021                             | <b>Proposal Due Date:</b>   | 06/12/97 |
| <b>Proposal Name:</b> | Foam Hot Cups & Polystyrene Lids | <b>Contract Begin Date:</b> | 07/01/97 |
| <b>Buyer Name:</b>    | Dennis Clabby                    | <b>Contract End Date:</b>   | 06/30/98 |

**Actions**

| # | Date:    | Action Description:   |
|---|----------|---|
| 1 | 05/28/97 | Sent this bid to Dart and also sent a request for information to WinCup |

**FIG. 156**

15700



FIG. 157

15800

Proposal - Foam Hot Cups & Polystyrene Lids

Main Info | **Items** | Suppliers | DCs | FOB Price | DC/Rest | Usage | Templates | View Bid

Search Query Reset

Query Values

2 Rows Selected

| Item Description |
|------------------|
| CUP-HOT          |
|                  |
|                  |
|                  |
|                  |
|                  |
|                  |

| Item Description       |
|------------------------|
| LID-HOT 12/16 OZ (DRY) |
| LID-HOT 8 OZ (DRY)     |

> >> << <

FIG. 158

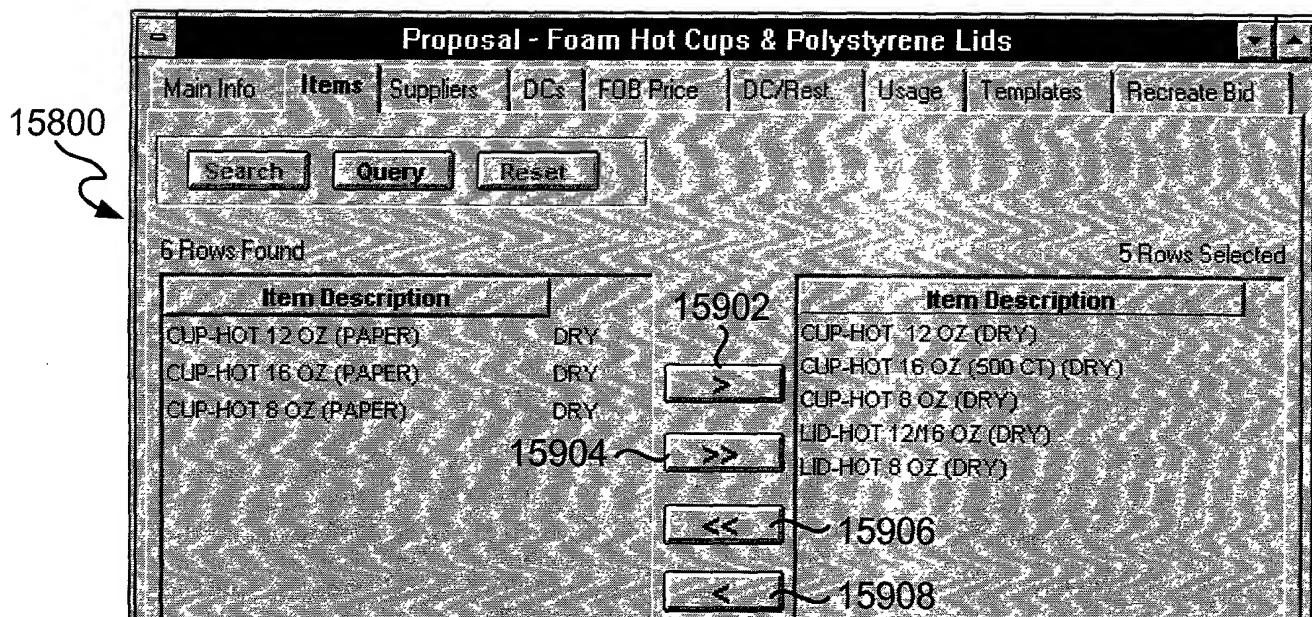


FIG. 159

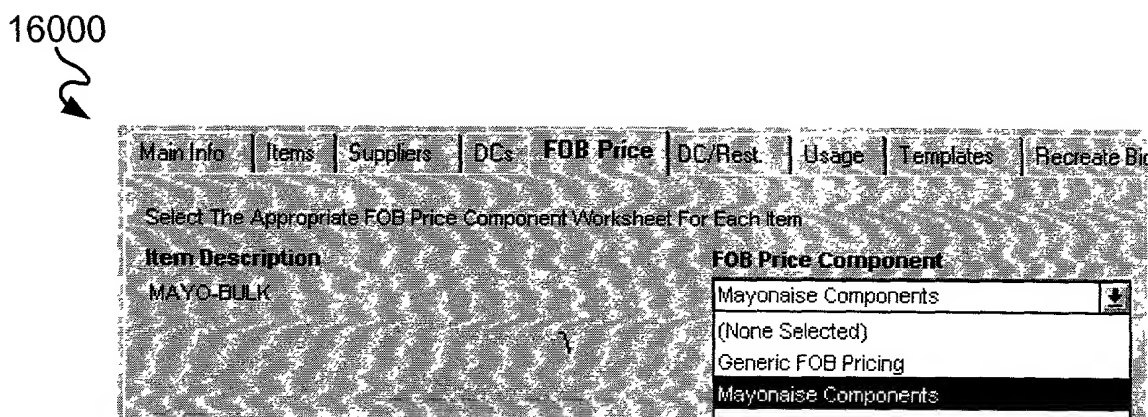


FIG. 160

16100

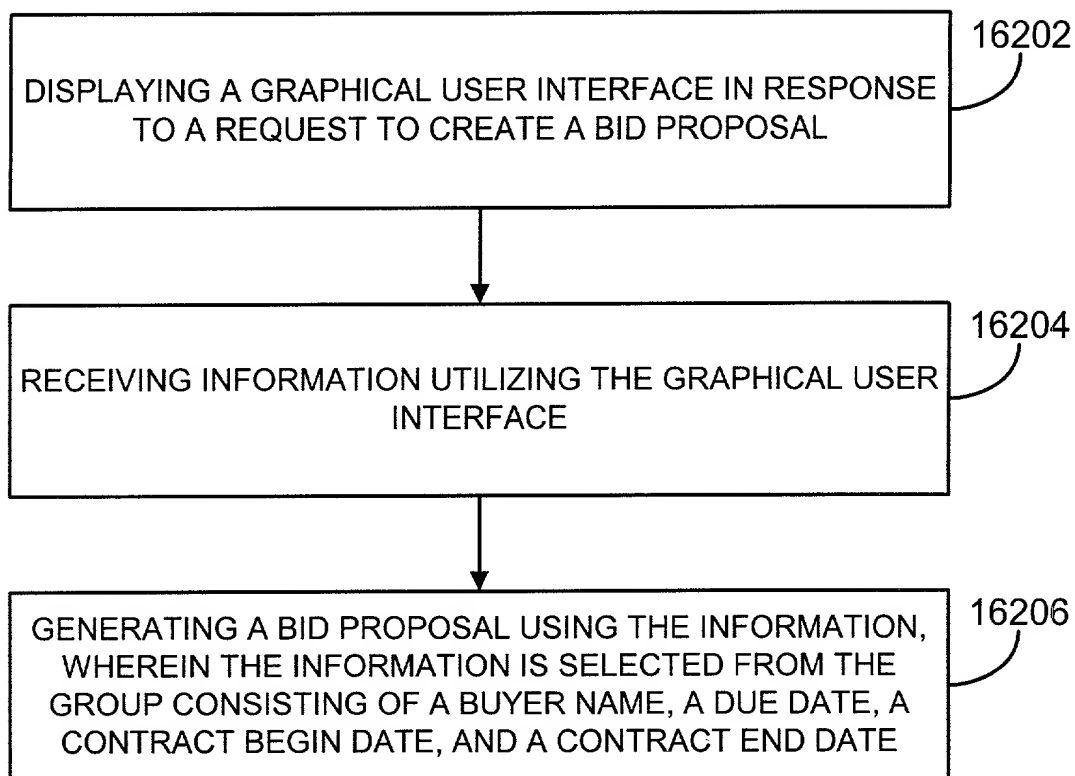
| Item               | Growth % | Gross Wgt. | Item Cube | Contract Period      |
|--------------------|----------|------------|-----------|----------------------|
| CHICKEN-BK BROILER | 5.00%    | 32         | 1.26      | 09/01/97 to 12/31/97 |
| CHICKEN-PATTY      | 7.00%    | 37.00      | 1.09      |                      |
| CHICKEN-TENDERS    | 0.00%    | 25.00      | 1.06      |                      |

| Distribution Center | Previous Case Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Unit Usage |  |
|---------------------|---------------------|-----------------------|--------------|-----------|----------------|----------------------|--|
| POST-ALBUQUERQ      | 576                 | 30                    | 99.34%       | 6.03      | 5.00%          | 755                  |  |
| POST-DENVER         | 833                 | 39                    | 99.05%       | 6.68      | 5.00%          | 1,083                |  |
| POST-SALT LAKE      | 116                 | 2                     | 80.00%       | 5.46      | 5.00%          | 37                   |  |

FIG. 161

16200



**FIG. 162**

16300



FIG. 163

16400

|                              | <i>Supply</i> | <i>MS</i>   | <i>Editable</i> |
|------------------------------|---------------|-------------|-----------------|
|                              |               | <i>Word</i> | <i>Y/N</i>      |
| Bid Proposal Cover Letter    | ?             |             | Y               |
| General Terms and Conditions | ?             |             | N               |
| Usage Estimates              | ?             |             | N               |
| Supplier Facility Worksheets | ?             |             | N               |
| Item Information Worksheets  | ?             |             | N               |
| Sample Supply Agreement      |               | ?           | N               |
| BK Specification Request     |               | ?           | N               |
| FOB Price Component          |               | ?           | Y               |
| Truckload Freight Worksheet  | ?             |             | N               |
| LTL Freight Worksheet        | ?             |             | N               |

FIG. 164



16500

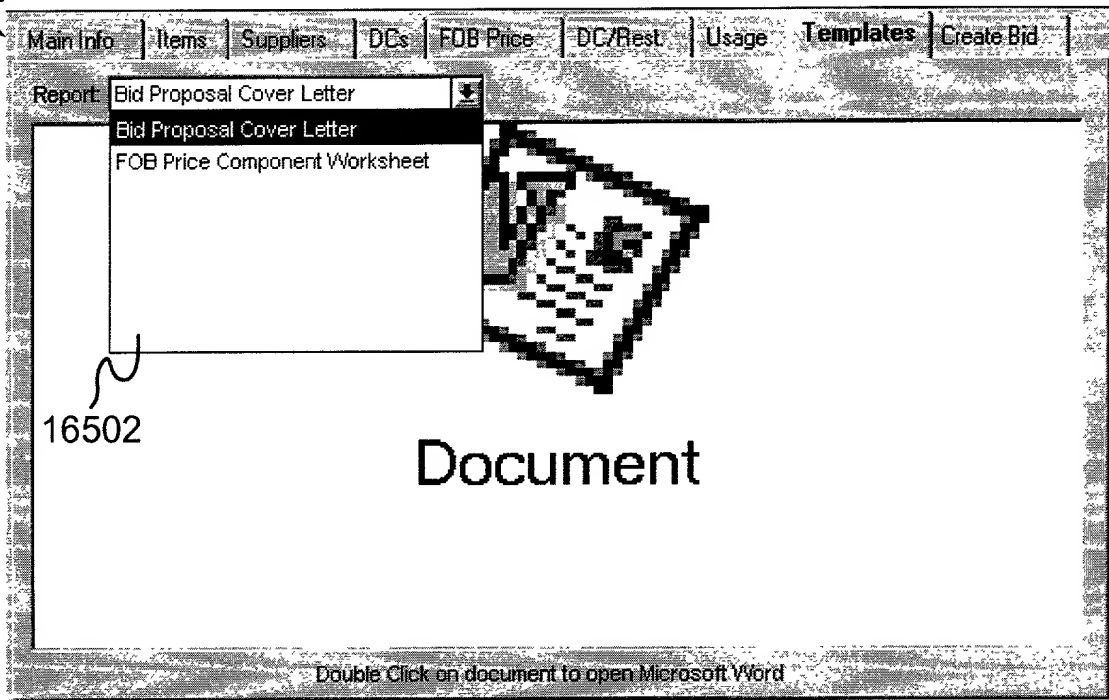


FIG. 165

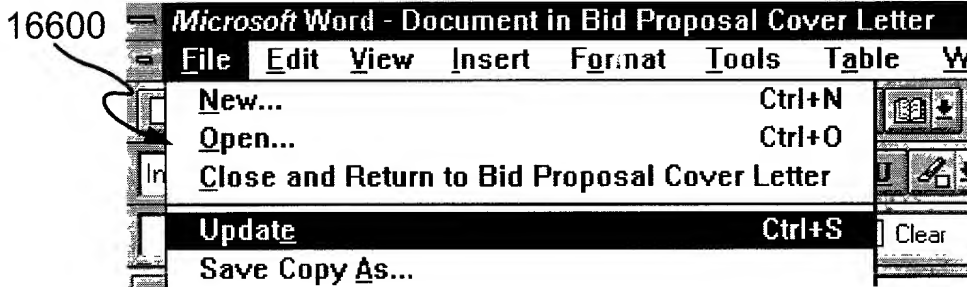


FIG. 166

16700

| Main Info   | Items | Suppliers | DCs | FOB Price  | DC/Rest | Usage | Templates | Create Bid |
|---|-------|-----------|-----|--|---------|-------|-----------|------------|
| <b>Bid Proposal Sent</b> <input type="checkbox"/>   |       |           |     |  |         |       |           |            |
| Bid Proposal Will Include Checked Documents   |       |           |     |  |         |       |           |            |
| <b>General</b><br><b>Bid Proposal Cover Letter</b> <input checked="" type="checkbox"/><br><b>General Terms &amp; Conditions</b> <input checked="" type="checkbox"/><br><b>Usage Estimates</b> <input checked="" type="checkbox"/><br><b>Supplier Facility Worksheet</b> <input checked="" type="checkbox"/><br><b>Item Information Worksheet</b> <input checked="" type="checkbox"/><br><b>Sample Supply Agreement</b> <input checked="" type="checkbox"/><br><b>BK Specification Request</b> <input checked="" type="checkbox"/> |       |           |     | <b>Cost</b><br><b>FOB Price Component Worksheet</b> <input checked="" type="checkbox"/><br><b>Truckload Freight Worksheet</b> <input checked="" type="checkbox"/><br><b>LTL Freight Worksheet</b> <input checked="" type="checkbox"/>  |         |       |           |            |
|   |       |           |     | <b>Blank Sheets</b><br><b>Supplier Facility Worksheet</b> <input checked="" type="checkbox"/><br><b>Item Information Worksheet</b> <input checked="" type="checkbox"/><br><b>FOB Price Component Worksheet</b> <input checked="" type="checkbox"/><br><b>Truckload Freight Worksheet</b> <input checked="" type="checkbox"/><br><b>LTL Freight Worksheet</b> <input checked="" type="checkbox"/> |         |       |           |            |
| * LTL Freight Worksheet will be printed by system if necessary  |       |           |     |  |         |       |           |            |

FIG. 167

16800

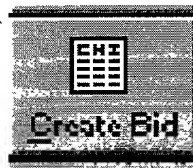


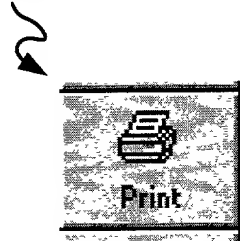
FIG. 168

16900

| Report | Item Information Worksheet   | Supplier   |
|--------|--|--|
| 7/2/97 | Bid Proposal Cover Letter<br>FOB Price Component Worksheet<br>General Terms & Conditions<br><b>Item Information Worksheet</b><br>LTL Freight Worksheet<br>Sample Supply Agreement<br>Supplier Facility Worksheet | (all)<br><b>Restaurant Services, Inc.</b><br><b>Item Information Worksheet</b><br>ATTY<br>DS |

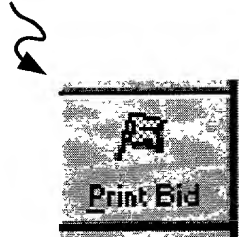
FIG. 169

17000



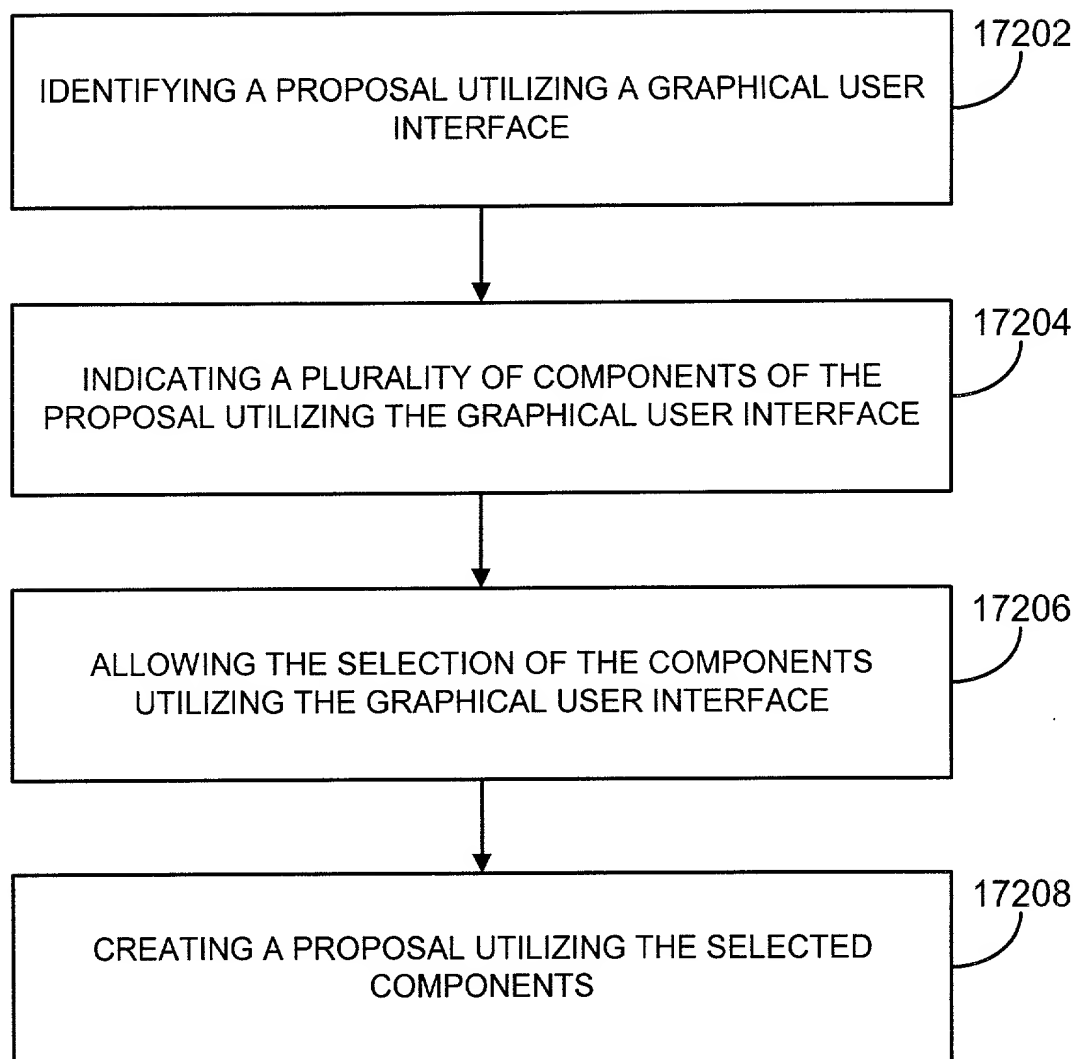
**FIG. 170**

17100



**FIG. 171**

17200



**FIG. 172**

17300

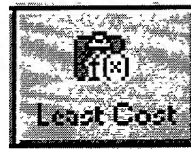


FIG. 173

17400

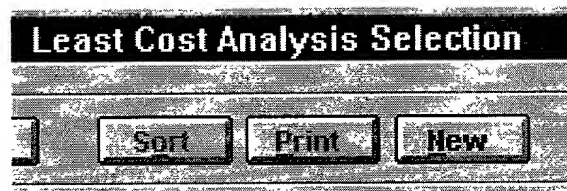


FIG. 174

17500

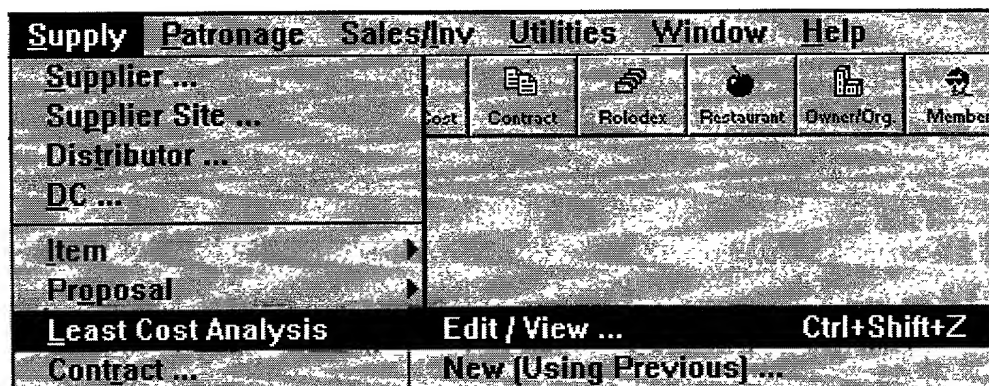


FIG. 175

**Bid Proposal Name:**

(None)

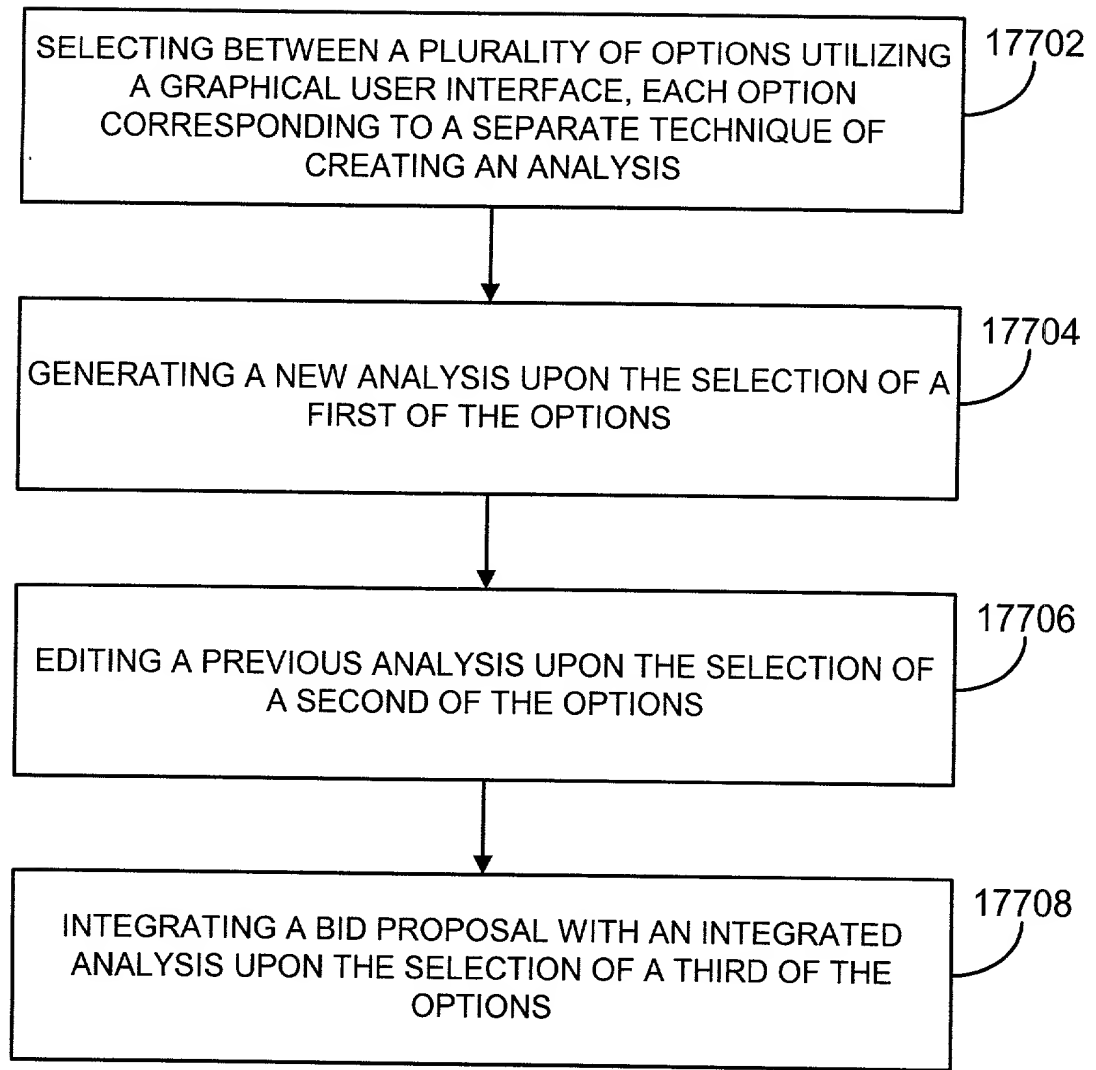
Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)

Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)

17600

**FIG. 176**

17700



**FIG. 177**

17800

Analysis Name: Hash Brown Actual  
Analysis ID: 1036  
Buyer: Dennis Clabby  
Period of Agreement: 10/1/97 THRU 9/30/98  
Unit Of Measure: CASE(S)

FIG. 178

17900

Version ( 1 ) of ( 9 ) Base version  
What is the max # of FOB points to allocate to each DC ? One FOB  
What is pricing method for this version ? FOB + Freight  
What is the RSI Invoice FOB Upcharge (Downcharge) ? 0.0000  
Override RDC Truckload Validation ? No  
Solution Strategy: Standard Last Revision: 9/15/97 1:04 PM

FIG. 179

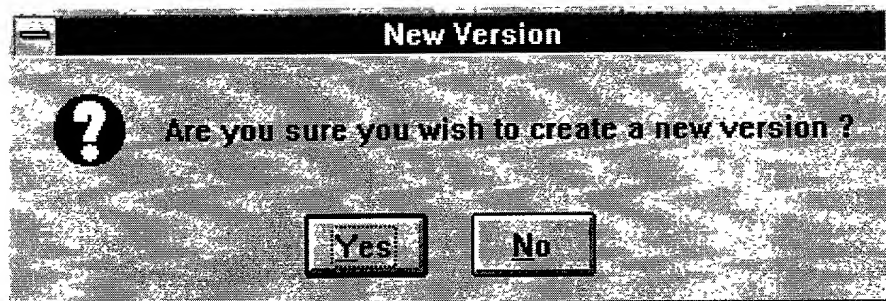


18000



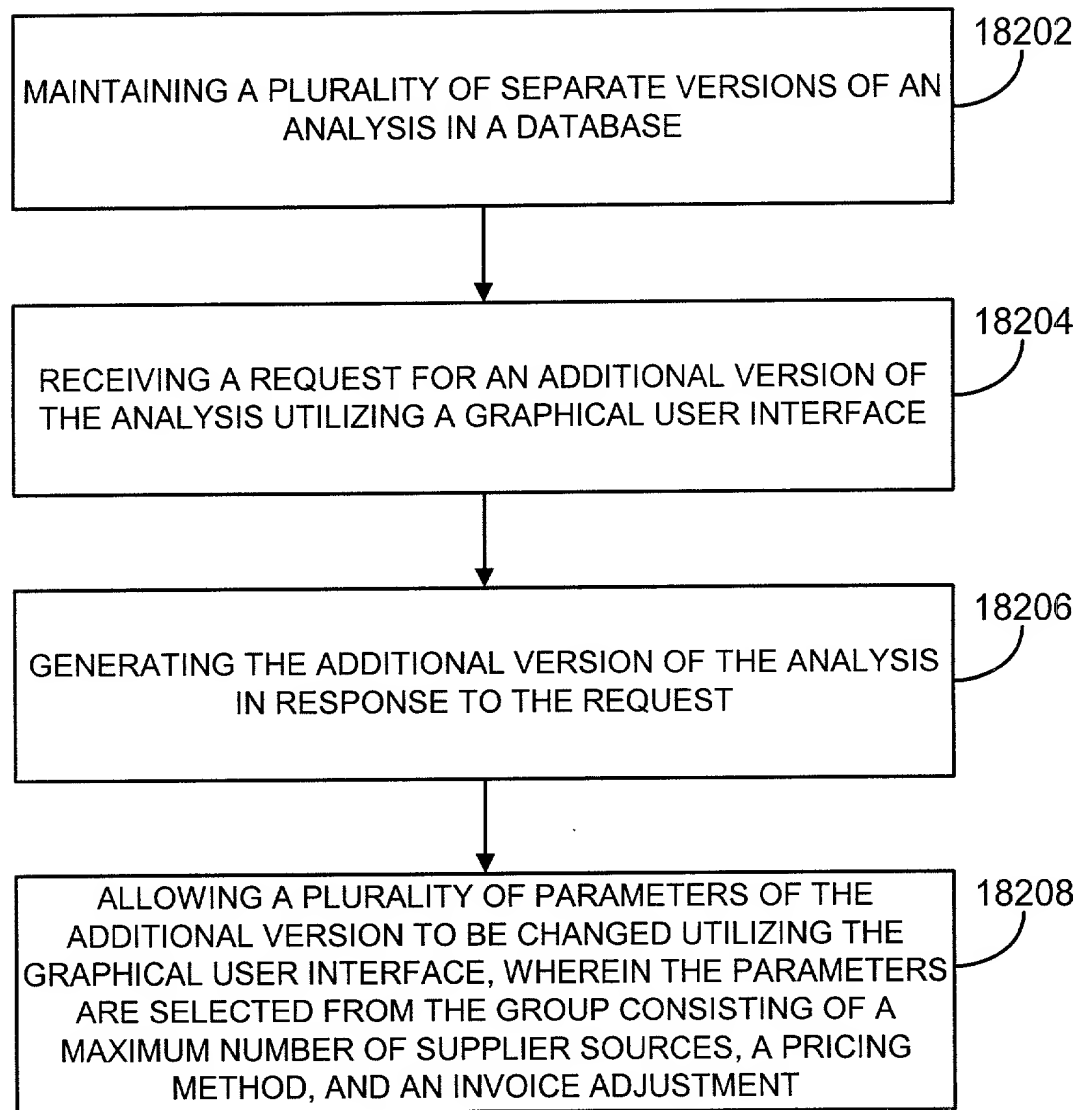
**FIG. 180**

18100



**FIG. 181**

18200



**FIG. 182**

18300

The screenshot displays a software interface with a search bar at the top containing the text "Supplier FOB". Below the search bar are three buttons: "Search", "Query", and "Reset". The search results are displayed in a table with the heading "Supplier FOB". The table contains the following rows:

| Supplier FOB                      |
|-----------------------------------|
| DOPACO-DOWNTOWN, PA               |
| DOPACO-KINSTON, NC                |
| DOPACO-ST. CHARLES, IL            |
| DOPACO-STOCKTON, CA               |
| IMPERIAL BONDWARE-SHELBYVILLE, IL |

On the left side of the table, there is a vertical list of "Query Values" with the text "DOP" visible. To the right of the table, there is a status bar that reads "7 Rows Selected".

18302

FIG. 183

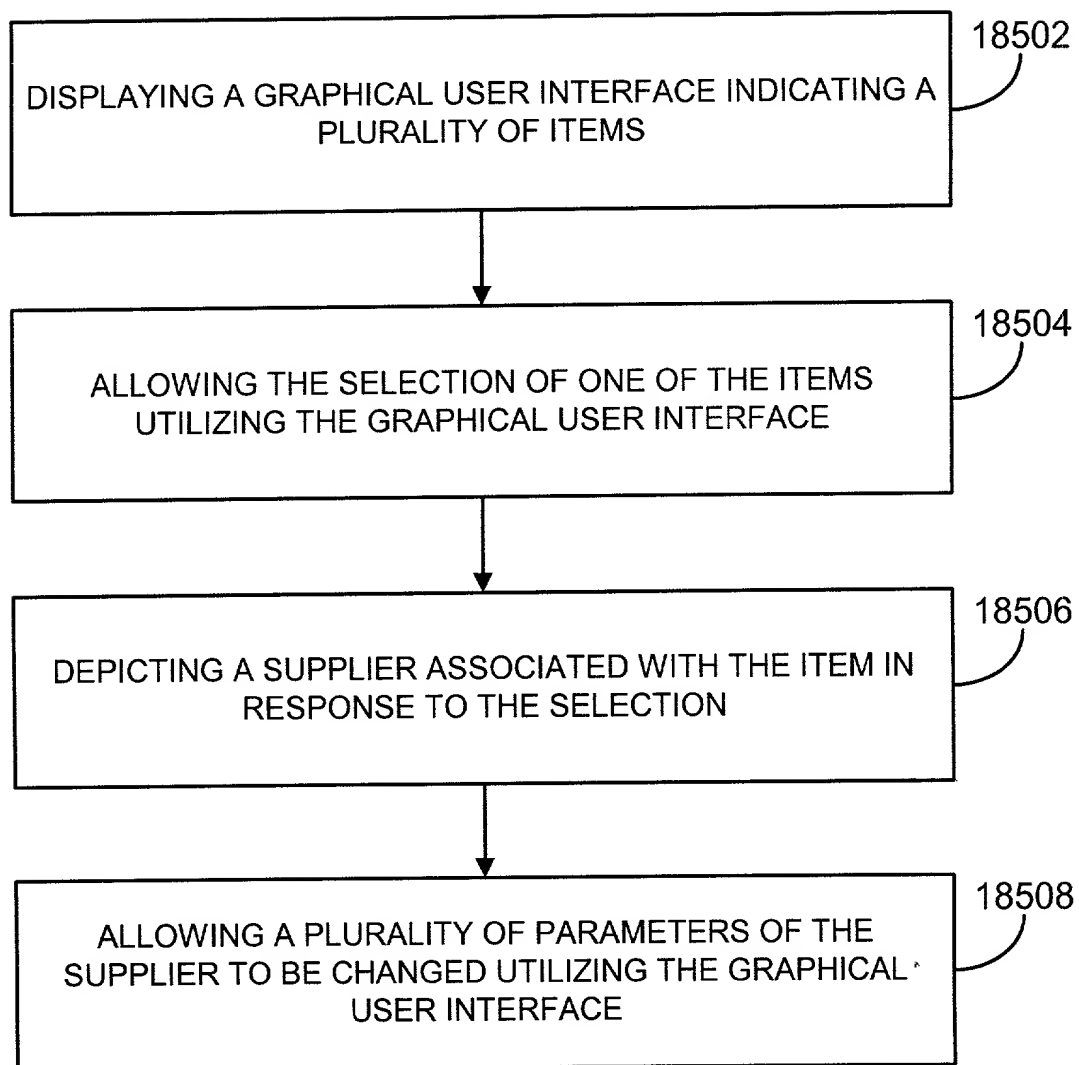
18400

| Item<br>Description | Conv.<br>Factor |
|---------------------|-----------------|
| FRIES-COATED (FRZN) | 36              |

18402

**FIG. 184**

18500



**FIG. 185**

18600

| Item Description | Supplier FOB           |
|------------------|------------------------|
| CUP-COLD 16 OZ   | DOPACO-DOWNINGTOWN, PA |
| CUP-COLD 22 OZ   | DOPACO-DOWNINGTOWN, PA |
| CUP-COLD 32 OZ   | DOPACO-DOWNINGTOWN, PA |

|                     |                |                      |   |
|---------------------|----------------|----------------------|---|
| Supplier Item Desc: | 16 OZ COLD CUP | Item No:             | CP2942  |
| Items per Case:     |                | Tie Qty:             | 5   |
| Innerpack Contents: | 1200           | High Qty:            | 5   |
| Item Size:          |                | Cases Per Pallet:    | 25  |
| Item Shelf Life:    |                | Stacking Allowed:    | <input checked="" type="radio"/> Yes <input type="radio"/> No |
| Case Length:        | 22.125         | Mandatory Case Cube: | 3.43 CUBIC FEET   |
| Case Width:         | 15.125         | Cases Per Truckload: | 769   |
| Case Depth:         | 17.75          | Gross Weight:        | 29.28 POUND(S)  |
| Case U/M INCH(S)    |                | Net Weight:          | 27.28 POUND(S)  |

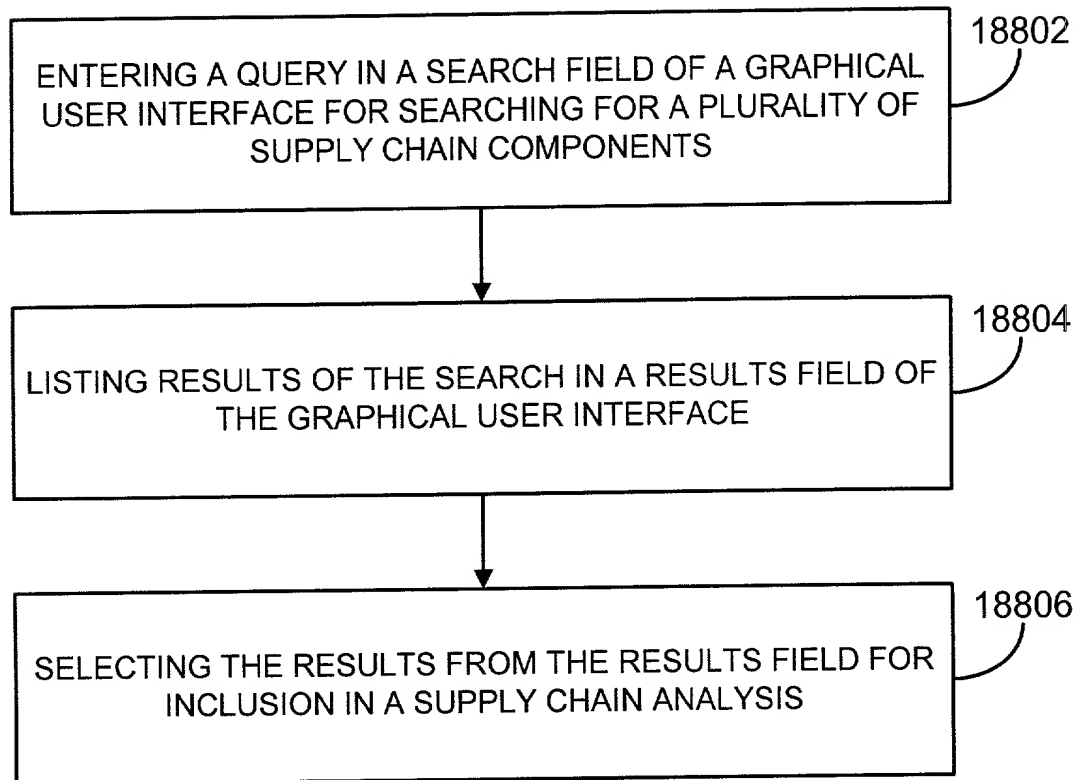
FIG. 186

18700



FIG. 187

18800



**FIG. 188**

18900

| Supplier                               | Terms | SLP/PLT | Minimum     | Maximum     | Include   |  |
|--|-------|---------|-------------|-------------|---|--|
| CAVENDISH FARMS                        |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| J.R. SIMPLOT COMPANY                   |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| LAMB-WESTON, INC.                      |       | Pallet  | 200,000,000 |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| Supplier FOB                           |       |         | Minimum     | Maximum     | Include   |  |
| LAMB-WESTON, INC. - PASCO, WA          |       |         | 90,000,000  | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| LAMB-WESTON, INC. - RICHLAND, WA       |       |         | 0           | 55,000,000  | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| LAMB-WESTON, INC. - AMERICAN FALLS, ID |       |         | 90,000,000  | 110,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |

FIG. 189

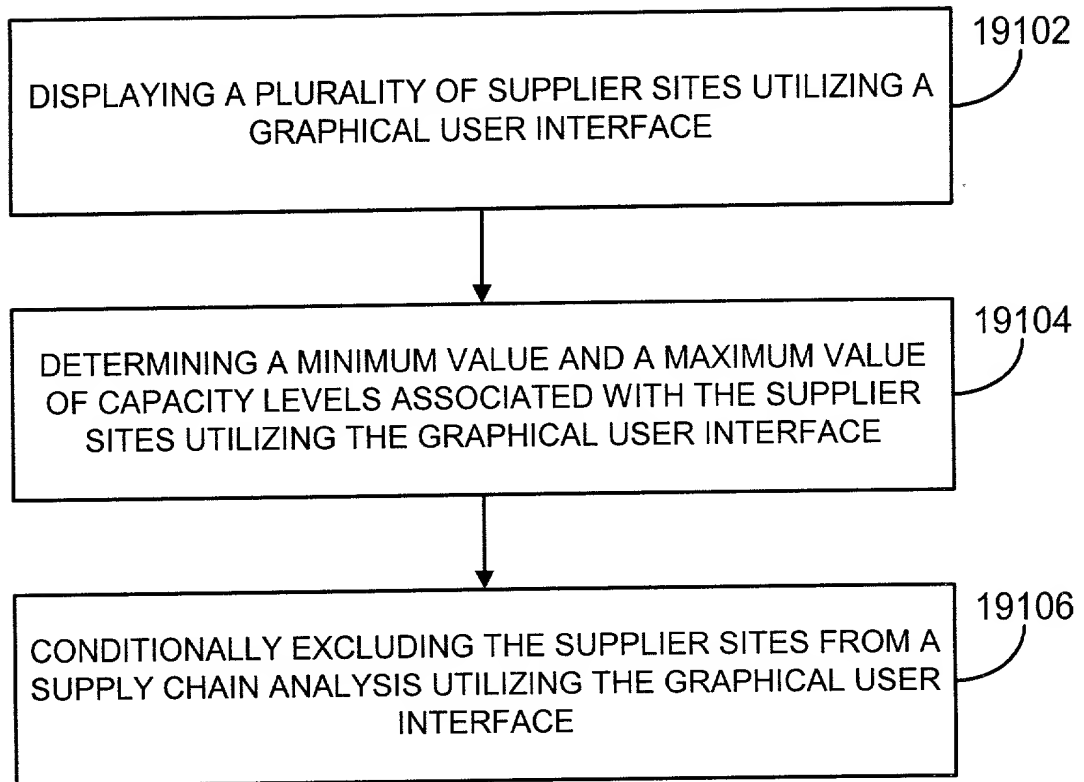
19000

| Supplier                                  | Terms | SLP/PLT | Minimum     | Maximum     | Include   |  |
|---|-------|---------|-------------|-------------|---|--|
| MCCAIN FOODS                              |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| NESTLE FOOD COMPANY                       |       | Pallet  |             |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| ORE-IDA FOODS                             |       | Pallet  | 225,000,000 |             | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |
| Supplier FOB                              |       |         | Minimum     | Maximum     | Include   |  |
| MCCAIN FOODS, LTD. - PRINCE EDWARD ISLAND |       |         | 18,000,000  | 30,000,000  | <input type="radio"/> Yes <input checked="" type="radio"/> No |  |
| MCCAIN FOODS, LTD. - PORTAGE LE PRAIRIE   |       |         | 45,000,000  | 50,000,000  | <input type="radio"/> Yes <input checked="" type="radio"/> No |  |
| MCCAIN FOODS, INC. - OTHELLO, WA          |       |         | 27,000,000  | 132,000,000 | <input checked="" type="radio"/> Yes <input type="radio"/> No |  |

FIG. 190



19100



**FIG. 191**

19200



| Supplier                   | # | Volume |  |  |
|----------------------------|---|--------|--|--|
| HUDSON INDUSTRIES          | 0 |        |  |  |
| INTERNATIONAL DIVERSEFOODS | 0 |        |  |  |
| SUPERIOR COFFEE & FOODS    | 0 |        |  |  |

| Supplier FOB              | Item              | Cont FOB | # | Volume |
|---------------------------|-------------------|----------|---|--------|
| HUDSON INDUSTRIES-TROY AL | MAYO-BULK         | 8.4200   | 0 |        |
| HUDSON INDUSTRIES-TROY AL | SAUCE-BULK-TARTAR | 9.2300   | 0 |        |

FIG. 192

19300

| Supplier                    | # | Volume |  |
|-----------------------------|---|--------|--|
| SSI FOOD SERVICES           | 0 |        |  |
| TEXAS AMERICAN FOOD SERVICE | 0 |        |  |
| WHITEFORD FOODS             | 0 |        |  |

| Supplier FOB                   | Item       | Cont FOB | # | Volume    |
|--------------------------------|------------|----------|---|-----------|
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0026   | 0 |           |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0016   | 1 | 2,090,000 |
| TEXAS AMERICAN FOOD SERVICE-TX | BEEF - 77% | 1.0010   | 2 | 2,508,000 |

FIG. 193

19400

| Supplier      | # | Volume  |  |
|---------------|---|---------|--|
| VENTURA FOODS | 0 |         |  |
| VENTURA FOODS | 1 | 100,000 |  |

| Supplier FOB                   | Item              | Cont FOB | # | Volume |
|--------------------------------|-------------------|----------|---|--------|
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK         | 8.9400   | 0 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | MAYO-BULK         | 8.8400   | 1 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.5100   | 0 |        |
| VENTURA FOODS-CHAMBERSBURG, PA | SAUCE-BULK-TARTAR | 9.4100   | 1 |        |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK         | 9.1200   | 0 |        |
| VENTURA FOODS-CITY OF INDUSTRY | MAYO-BULK         | 9.0200   | 1 |        |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.5800   | 0 |        |
| VENTURA FOODS-CITY OF INDUSTRY | SAUCE-BULK-TARTAR | 9.4800   | 1 |        |

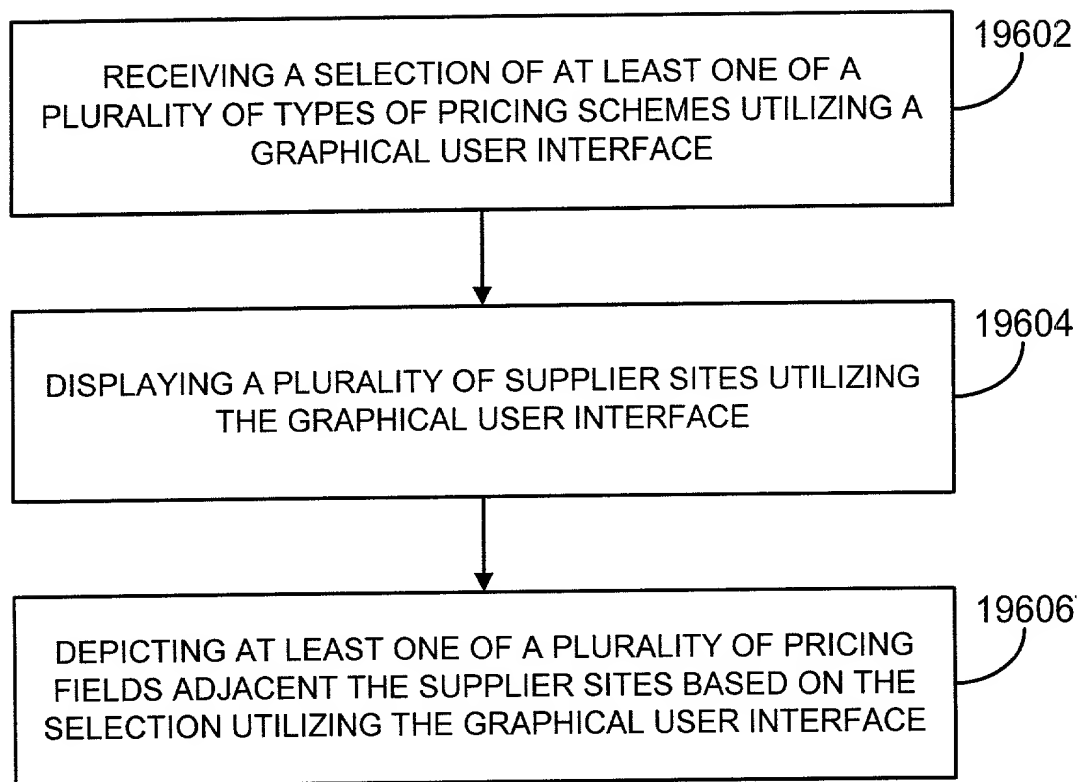
FIG. 194

19500

| Item Description        |  | Supplier FOB                   |          |
|-------------------------|--|--------------------------------|----------|
| FRIES-COATED            |  | CAVENDISH-PRINCE EDWARD        |          |
| FRIES-COATED            |  | J.R. SIMPLOT COMPANY-HERMISTON |          |
| FRIES-COATED            |  | LAMB-WESTON, INC-PASCO, WA     |          |
| Distribution Center     |  | Delivered                      | # Volume |
| AMERISERVE-OMAHA, NE    |  | 0.3750                         | 0 0      |
| AMERISERVE-PLYMOUTH, MN |  | 0.3850                         | 0 0      |
| AMERISERVE-WALKESHA     |  | 0.3670                         | 0 0      |
| FLEMING FOODS-KAPOLEI   |  | 0.4725                         | 0 0      |
| KING PROVISION-ATLANTA  |  | 0.3950                         | 0 0      |

FIG. 195

19600



**FIG. 196**

19700

| Total Rest. Growth Amount   |                     | Usage Period         |                            |
|-----------------------------|---------------------|----------------------|----------------------------|
| 5.00% ~ 19702               |                     | 09/01/97 to 08/31/98 |                            |
| Distribution Center         | Current Rest. Count | Restaurant Growth %  | Projected Avg. Rest. Count |
| AMERISERVEPOST-ALBUQUERQUE  | 27                  | 5.00%                | 28                         |
| AMERISERVEPOST-DENVER       | 35                  | 5.00%                | 37                         |
| AMERISERVEPOST-SALT LAKE,UT | 2                   | 5.00%                | 2                          |
| AMERISERVE-OMAHA, NE        | 166                 | 5.00%                | 174                        |

FIG. 197

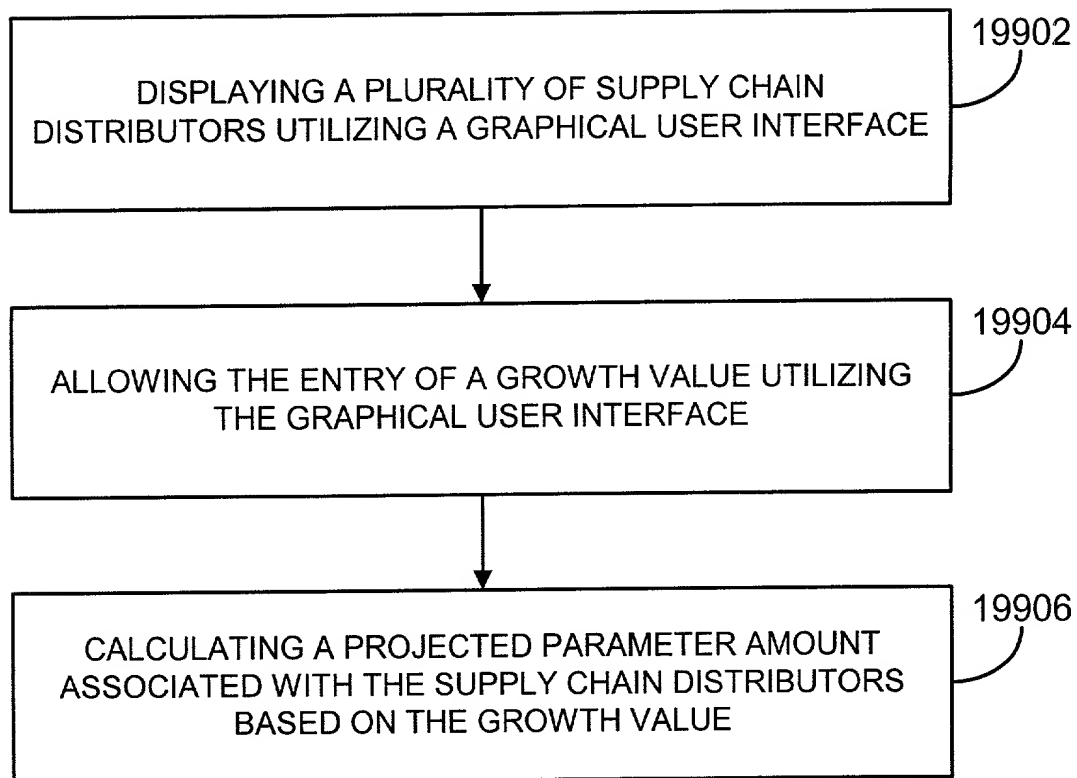
19800

| Item          | Item Growth % | Usage Period |
|---------------|---------------|--------------|
| CHICKEN-PATTY | .0.00         |              |

| Distribution Center | Previous Usage | Projected Rest. Count | Covg. Factor | Avg. # RM | DC/Item Growth | Projected Usage |
|---------------------|----------------|-----------------------|--------------|-----------|----------------|-----------------|
| AMER-OMAMA          | 44,035         | 166                   | 98.49%       | 24.12     | 4.00%          | 49,205          |
| AMER-PLYMOUTH       | 37,141         | 177                   | 100.00%      | 18.30     | 5.00%          | 40,823          |
| AMER-MILWAUK        | 38,520         | 188                   | 100.00%      | 19.02     | 0.00%          | 42,909          |

FIG. 198

19900



**FIG. 199**

20000

| Supplier FOB                        |                | Address |        |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS                     | Dieppe         | NB      | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston      | OR      | 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID      | 83211  |

| Distribution Center           | Lane Restriction             |                                |   | Honor TL Rate            |
|-------------------------------|------------------------------|--------------------------------|---|--------------------------|
| AMERISERVE\POST-ALBUQUERQUE   | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE\POST-DENVER        | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE\POST-SALT LAKE, UT | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE\OMAHA, NE          | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |
| AMERISERVE\PLYMOUTH, MN       | <input type="radio"/> Solver | <input type="radio"/> Required | <input checked="" type="radio"/> Excluded | <input type="checkbox"/> |

20002

FIG. 200

20100

| Supplier FOB                        |                | Address |        |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS                     | Dieppe         | NB      | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston      | OR      | 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID      | 83211  |

| Distribution Center         | Lane Restriction                        |   |                                |
|-----------------------------|---|---|--------------------------------|
| AMERISERVE\POST-ALBUQUERQUE | <input type="radio"/> Solver            | <input checked="" type="radio"/> Required | <input type="radio"/> Excluded |
| AMERISERVE\POST-DENVER      | <input checked="" type="radio"/> Solver | <input type="radio"/> Required            | <input type="radio"/> Excluded |

FIG. 201

20200

**Invalid Selection**

i

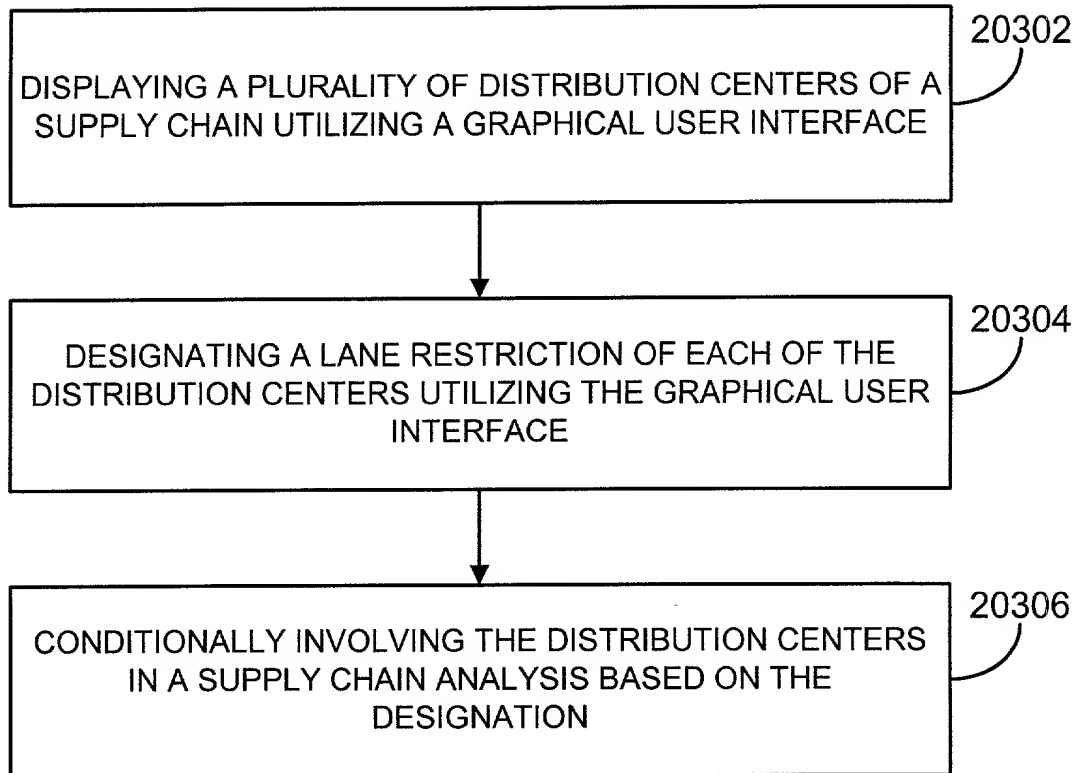
AMERISERVE\POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.

OK

FIG. 202



20300



**FIG. 203**

20400

| Supplier FOB                        |                | Address |        |
|-------------------------------------|----------------|---------|--------|
| CAVENDISH FARMS                     | Dieppe         | NB      | E1A6X4 |
| J.R. SIMPLOT COMPANY-HERMISTON, OR  | Hermiston      | OR      | 99999  |
| LAMB-WESTON, INC.-AMERICAN FALLS ID | American Falls | ID      | 83211  |

| Distribution Center         | Truckload Freight | Lane Distance |
|-----------------------------|-------------------|---------------|
| AMERISERVEPOST-ALBUQUERQUE  | 1,617             |               |
| AMERISERVEPOST-DENVER       | 1,277             |               |
| AMERISERVEPOST-SALT LAKE,UT | 691               |               |

FIG. 204

20500

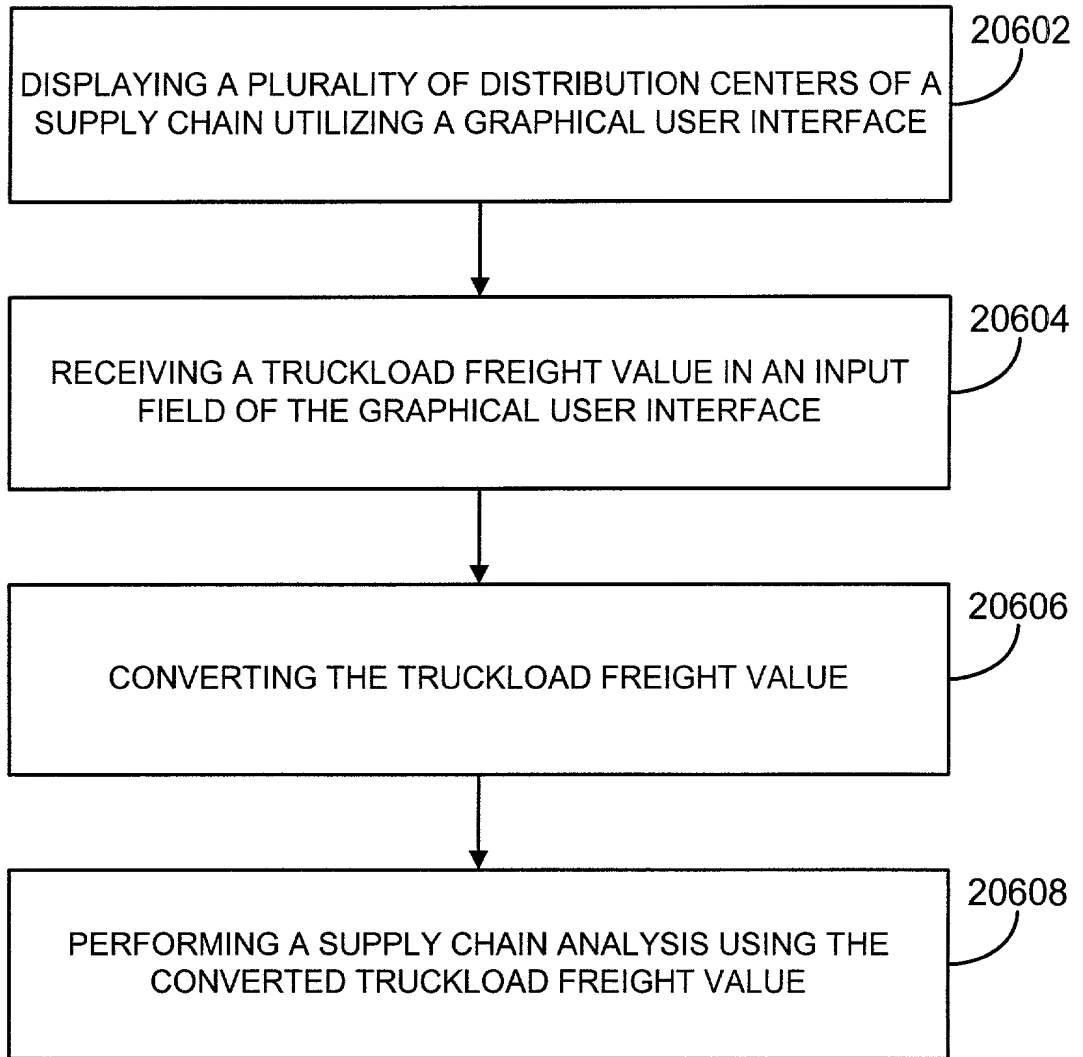
| Supplier FOB                  |              | Address |       |
|-------------------------------|--------------|---------|-------|
| O.K. FOODS-FORT SMITH AR      | Fort Smith   | AR      | 72904 |
| TYSON FOODS-GREEN FORREST, AR | Green Forest | AR      | 72638 |
| TYSON FOODS-RUSSELVILLE AR    | Russelville  | AR      | 72801 |

| Distribution Center | Weight | LTL Minimum | 0 to 1,000 LBS | 1,001 to 5,000 LBS | 5,001 to 10,000 LBS | 10,001 to 20,000 LBS | 20,000 LBS + |
|---------------------|--------|-------------|----------------|--------------------|---------------------|----------------------|--------------|
| PS-ATLANTA          | 15,000 |             |                |                    |                     | 1.10                 |              |
| PS-BURLINGTON       | 15,000 | 400.00      |                |                    |                     | 1.20                 |              |

FIG. 205

20600



**FIG. 206**

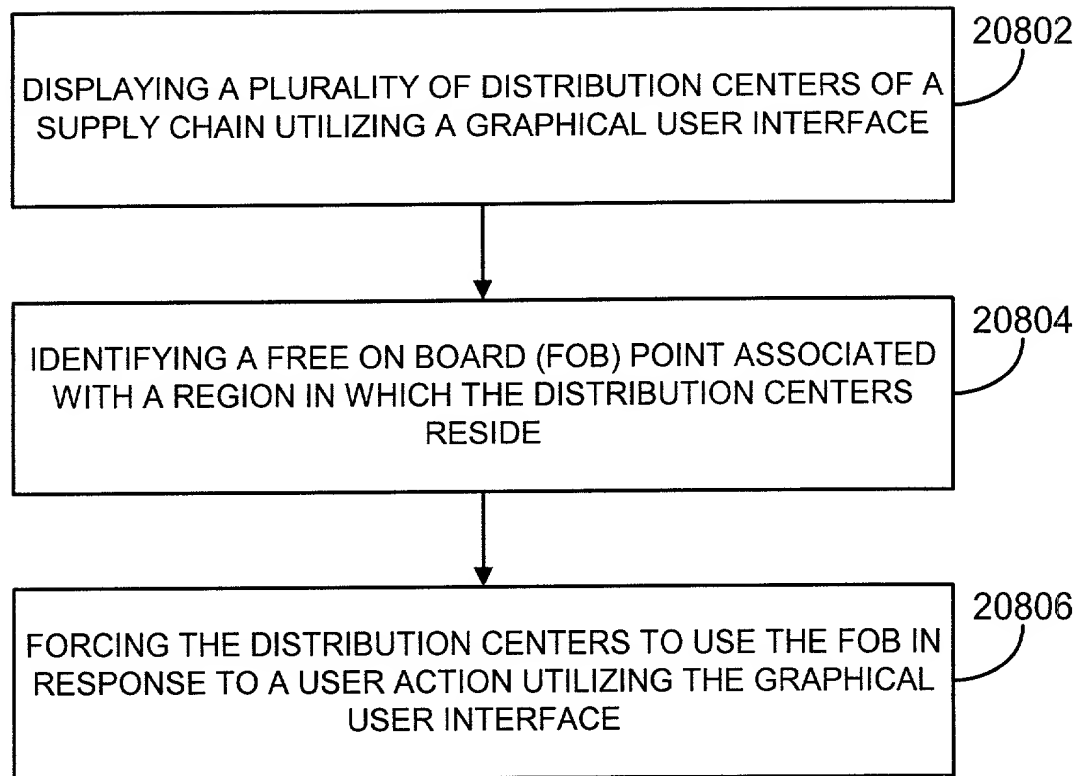
20700



| Analysis Region               |  | Force FOB                            |                          |
|-------------------------------|--|--------------------------------------|--------------------------|
| MCCABE-PORTLAND/RMW-ANCHORAGE |  | <input checked="" type="radio"/> Yes | <input type="radio"/> No |
| Distribution Center Name      |  | Site Role                            |                          |
| MCCABE QUALITY FOODS-PORTLAND |  | Corporate & FOB Point                |                          |
| RESTAURANTS RMW-ANCHORAGE     |  | Corporate & FOB Point                |                          |

FIG. 207

20800



**FIG. 208**

20900



FIG. 209

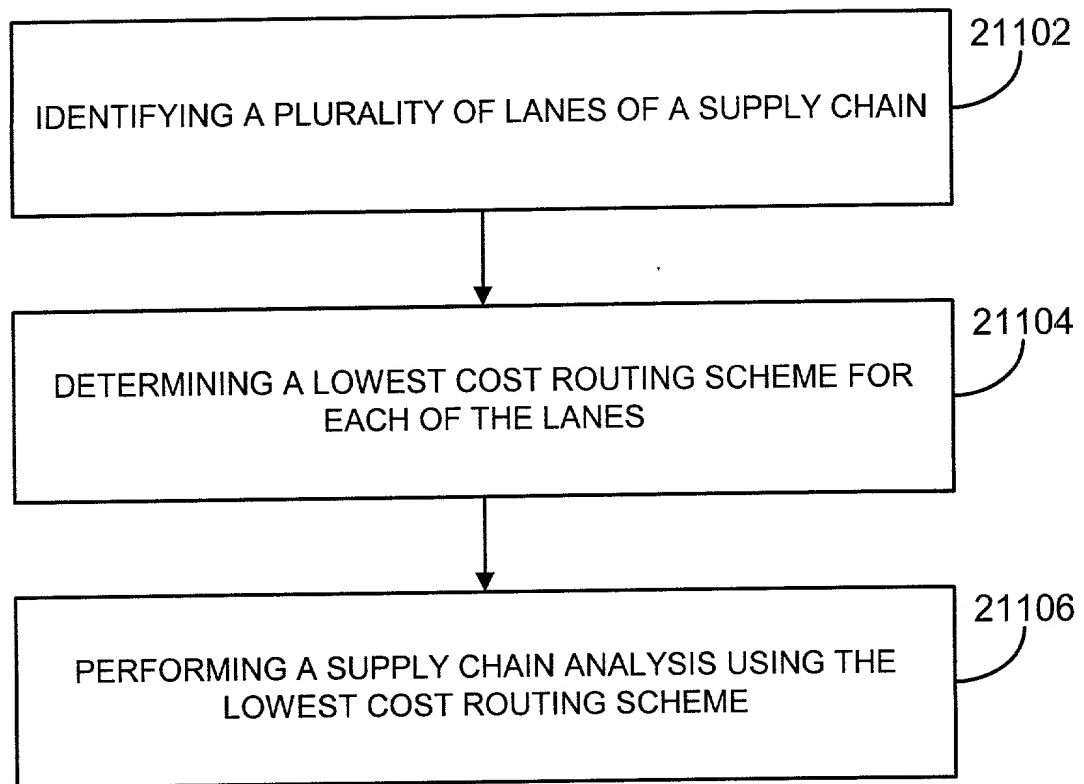
21000

**Report Selection**

| Report Type:               | Report Name:                                  |
|----------------------------|---|
| Optimal Product Routing    | Freight Information Provided                  |
| <b>Report Parameters</b>   |   |
| Supplier: (All)            | Freight Information Provided                  |
| Supplier FOB: (All)        | LTL Routing Grid By Lane                      |
| Distribution Center: (All) | Routing Results By Lane                       |
| Version: Base Version      | Routing Results By Lane, Item                 |
|                            | Routing Results w/ RDC Breakout By Lane       |
|                            | Routing Results w/ RDC Breakout By Lane, Item |
|                            | TL Freight Variance Analysis                  |

FIG. 210

21100



**FIG. 211**

21200

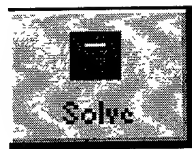


FIG. 212

21300

21302

**Report Selection**

| Report Type:            | Report Name:                    |
|-------------------------|---------------------------------|
| Awarded Volume          | Awarded Volume by Item - Detail |
| Awarded Volume          |                                 |
| Comparison Reports      |                                 |
| Cost Matrix Preview     |                                 |
| Optimal Product Routing |                                 |
| Tab Reports             |                                 |
|                         | ew Capacity & Prices            |

FIG. 213



21400

|                                       |
|---------------------------------------|
| Awarded Volume by Item - Detail       |
| Awarded Volume by Item - Detail       |
| Awarded Volume by Item - Freight      |
| Awarded Volume by Item - Summary      |
| Competing DC Freight Analysis by Item |
| Lane Assignment Matrix                |
| Lane Weighted Average Delivered Cost  |

**FIG. 214**

21500

|  |
|--|
| Assigned Volume Percentages (no conversion)      |
| Assigned Volume Percentages (with conversion)    |
| Invoice FOB Detail Comparison (no conversion)    |
| Invoice FOB Detail Comparison (with conversion)  |
| Invoice FOB Savings Comparison (no conversion)   |
| Invoice FOB Savings Comparison (with conversion) |

**FIG. 215**

21600

|                    |   |
|--------------------|---|
| Report Type:       | Report Name:                                |
| Comparison Reports | Assigned Volume Percentages (no conversion) |

**FIG. 216**

21700

|   |
|---|
| Report Name:                                  |
| Assigned Volume Percentages (no conversion)   |
| Assigned Volume Percentages (no conversion)   |
| Assigned Volume Percentages (with conversion) |
| Invoice FOB Detail Comparison (no conversion) |

**FIG. 217**

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

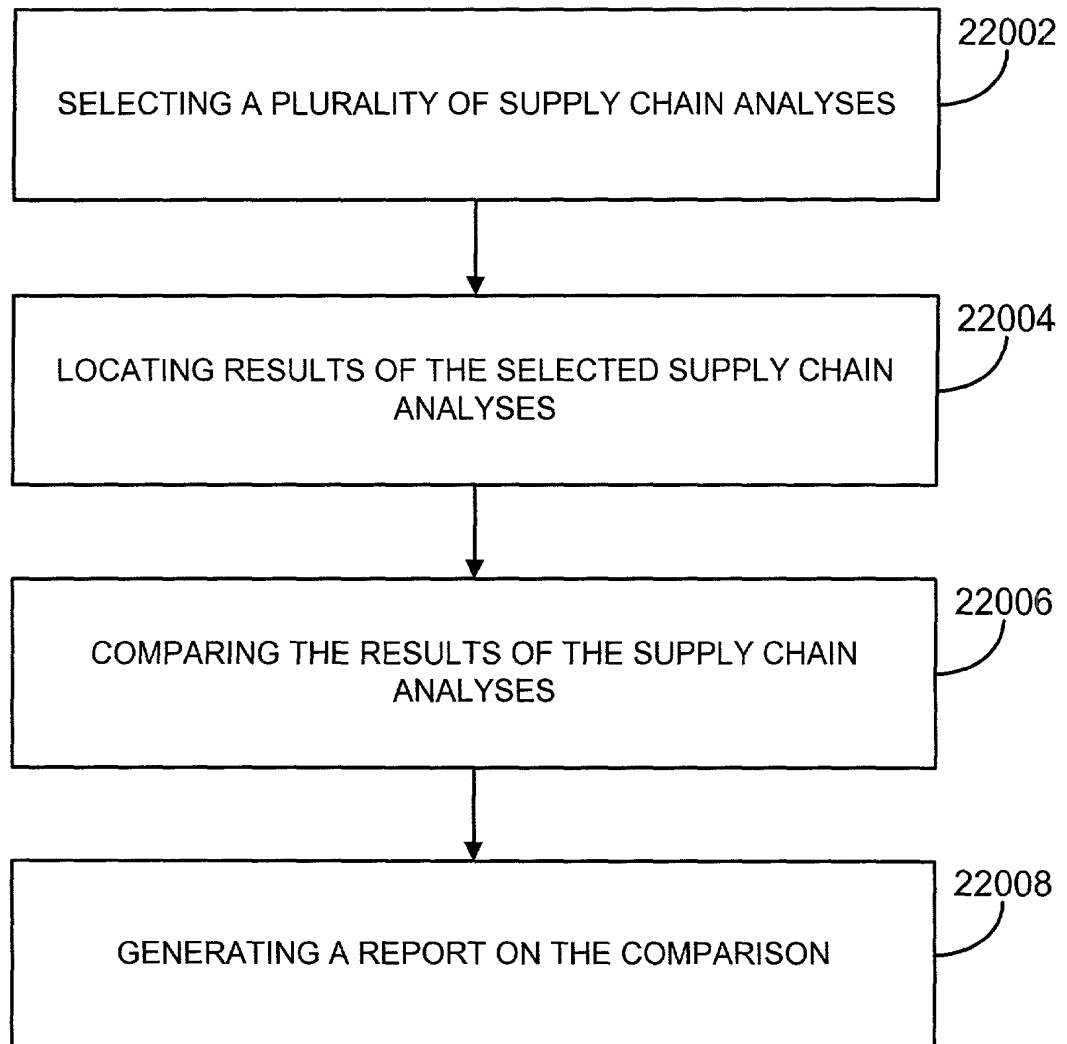
FIG. 218

21900



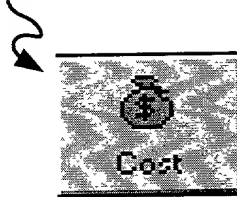
FIG. 219

22000



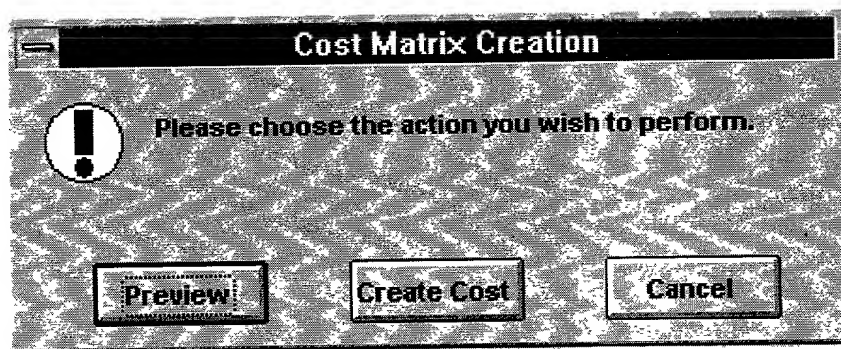
**FIG. 220**

22100



**FIG. 221**

22200



**FIG. 222**

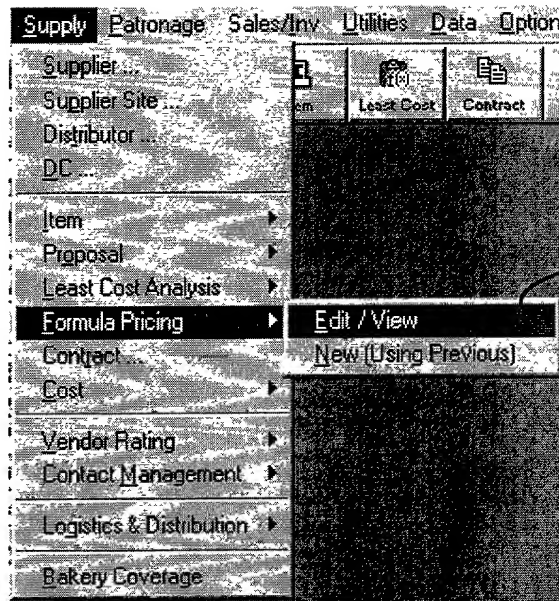


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info Pricing Freight Formulas Block Cost Adjustments

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

22400

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98

| Date     | FRSH<br>DOM 50%<br>TRIM | FRSH<br>DOM 65%<br>TRIM | FRSH<br>DOM 73%<br>TRIM | FRSH<br>DOM 75%<br>TRIM | FRSH<br>DOM 80%<br>LEAN | FRSH<br>DOM 85%<br>LEAN | FRSH<br>DOM 90%<br>LEAN BL | FRSH<br>DOM 90%<br>LEAN | FRSH<br>DOM 90%<br>LEAN VW | FRZN<br>DOM 90%<br>LEAN BL | IMP AUS<br>90% LEAN | Lean<br>Fine Txt<br>Beef |
|----------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|-------------------------|----------------------------|-------------------------|----------------------------|----------------------------|---------------------|--------------------------|
| 03/23/98 | 0.8800                  | 0.9100                  | 0.9052                  | 0.9300                  | 0.9318                  | 0.9900                  | 0.9900                     | 0.9950                  | 1.0000                     | 0.9500                     | 0.9500              | 0.7960                   |
| 03/24/98 | 0.8800                  | 0.9100                  | 0.9149                  | 0.9400                  | 0.9224                  | 0.9800                  | 1.0000                     | 1.0500                  | 1.1000                     | 0.9400                     | 0.9600              | 0.8400                   |
| 03/25/98 | 0.8800                  | 0.9150                  | 0.8857                  | 0.9100                  | 0.9224                  | 0.9800                  | 1.1000                     | 1.1500                  | 1.2000                     | 0.9500                     | 0.9300              | 0.9200                   |
| 03/26/98 | 0.8850                  | 0.9155                  | 0.8945                  | 0.9190                  | 0.9275                  | 0.9855                  | 1.2000                     | 1.2500                  | 1.3000                     | 0.9600                     | 0.9500              | 1.0000                   |
| 03/27/98 | 0.8900                  | 0.9200                  | 0.9344                  | 0.9600                  | 0.9275                  | 0.9855                  | 1.0000                     | 1.0500                  | 1.1000                     | 0.9550                     | 0.9800              | 0.8400                   |
| 03/30/98 | 0.8800                  | 0.9300                  | 0.9444                  | 0.9700                  | 0.9318                  | 0.9900                  | 0.9995                     | 0.9998                  | 1.0000                     | 0.9870                     | 0.9650              | 0.7998                   |
| 03/31/98 | 0.8860                  | 0.9160                  | 0.9539                  | 0.9800                  | 0.9412                  | 1.0000                  | 1.1000                     | 1.1250                  | 1.1500                     | 0.9550                     | 0.9870              | 0.9000                   |
| 04/01/98 | 0.8700                  | 0.9200                  | 0.9399                  | 0.9650                  | 0.9224                  | 0.9800                  | 1.2000                     | 1.2300                  | 1.2600                     | 0.9630                     | 0.9630              | 0.9640                   |
| 04/02/98 | 0.8500                  | 0.9400                  | 0.9490                  | 0.9750                  | 0.9318                  | 0.9900                  | 1.0000                     | 1.0250                  | 1.0500                     | 0.9540                     | 0.9870              | 0.8200                   |
| 04/03/98 | 0.8515                  | 0.9700                  | 0.9539                  | 0.9800                  | 0.9412                  | 1.0000                  | 1.1000                     | 1.0750                  | 1.0500                     | 0.9580                     | 0.9870              | 0.8600                   |
|          | 0.8753                  | 0.9247                  | 0.9275                  | 0.9529                  | 0.9300                  | 0.9881                  | 1.0690                     | 1.0950                  | 1.1210                     | 0.9572                     | 0.9658              | 0.8760                   |

FIG. 225

22600

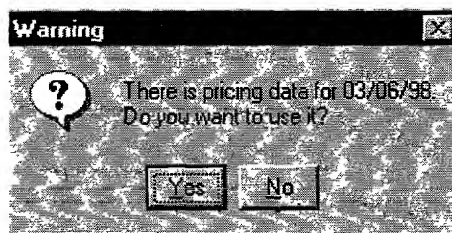


FIG. 226

22700

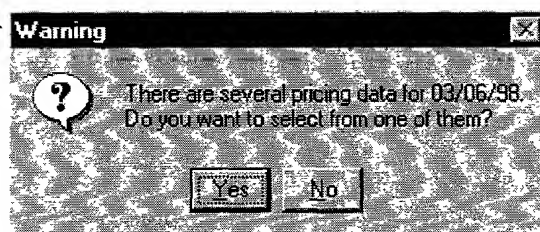


FIG. 227

22800

| Pricing ID | Calc. Date | Description          |
|------------|------------|----------------------|
| 10         | 03/08/98   | Beef Pricing 3/8/98  |
| 11         | 03/23/98   | Beef Pricing 3/23/98 |

OK Cancel

FIG. 228

22900

| Supplier FOB                       | Address                   |
|------------------------------------|---------------------------|
| AMERICAN FOOD SERVICE              | King of Prussia, PA 19406 |
| DIVERSITY FOOD PROCESSING-VIRGINIA | Petersburg, VA 23805      |
| GOOD SERVINGS PRODUCTS-NH          | Manchester, NH 03108      |

| Material Type                  | Freight Amt |
|--------------------------------|-------------|
| Fresh Domestic 50% Trim        | 0.0450      |
| Fresh Domestic 65% Trim        | 0.0000      |
| Fresh Domestic 73% Trim        | 0.0000      |
| Fresh Domestic 75% Trim        | 0.0000      |
| Fresh Domestic 80% Lean        | 0.0000      |
| Fresh Domestic 85% Lean        | 0.0000      |
| Fresh Domestic 90% Lean        | 0.0400      |
| Fresh Domestic 90% Lean-Blue   | 0.0000      |
| Fresh Domestic 90% Lean-Yellow | 0.0000      |
| Frozen Domestic 90% Lean       | 0.0000      |
| Imported Australia 90% Lean    | 0.0150      |

FIG. 229



23000

Formula Pricing - BEEF - 77% - 04/06/98

General Info

Pricing

Freight

Formulas

Block Cost

Adjustments

| Formula | FD65TR |        | FD65TR |        | FD73TC |        | FD80LC |        | FD85LN |        | FD90LC |        | IMAU90 |        | LFTB   |        | Total  |
|---------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|
|         | Pct.   | Cost   | Pct.   | Cost   | Pct.   | Cost   | Pct.   | Cost   | Pct.   | Cost   | Pct.   | Cost   | Pct.   | Cost   | Pct.   | Cost   |        |
| AFS-1   | 0.3120 | 0.2871 |        |        |        |        |        |        |        |        | 0.1890 | 0.2134 | 0.4000 | 0.3924 | 0.1000 | 0.0911 | 0.9849 |
| DIV-1   | 0.1400 | 0.1295 | 0.2000 | 0.1949 | 0.1400 | 0.1368 |        |        |        |        | 0.2000 | 0.2190 | 0.3200 | 0.3139 |        |        | 0.9941 |
| GS-1    | 0.3270 | 0.3042 |        |        |        |        |        |        |        |        | 0.1730 | 0.1972 | 0.3600 | 0.3549 | 0.1400 | 0.1303 | 0.9866 |
| S&C-1   | 0.2414 | 0.2200 |        |        |        |        | 0.2179 | 0.2026 | 0.2179 | 0.2153 | 0.2179 | 0.2386 |        |        | 0.1050 | 0.0956 | 0.9721 |
| SER-1   | 0.3250 | 0.2926 |        |        |        |        |        |        |        |        | 0.1750 | 0.1951 | 0.3650 | 0.3571 | 0.1350 | 0.1236 | 0.9684 |
| TEX-1   | 0.3090 | 0.2766 |        |        |        |        |        |        |        |        | 0.3410 | 0.3902 | 0.2500 | 0.2452 | 0.1000 | 0.0996 | 0.9916 |
| WHI-1   | 0.3250 | 0.2968 |        |        |        |        |        |        |        |        | 0.1750 | 0.1968 | 0.3650 | 0.3608 | 0.1350 | 0.1230 | 0.9765 |
| WIS-1   | 0.3325 | 0.2977 |        |        |        |        |        |        |        |        | 0.4875 | 0.5185 | 0.1000 | 0.0988 | 0.1000 | 0.0990 | 1.0018 |

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

|              |         |         |          |            |             |
|--------------|---------|---------|----------|------------|-------------|
| General Info | Pricing | Freight | Formulas | Block Cost | Adjustments |
|--------------|---------|---------|----------|------------|-------------|

| Formula | Raw Material Cost | Yield | Block Cost | Margin | FOB Price | Include?                            |
|---------|-------------------|-------|------------|--------|-----------|-------------------------------------|
| AFS-1   | 0.9840            | 0.99  | \$0.9990   | 0.1232 | \$1.1222  | <input checked="" type="checkbox"/> |
| DIV-1   | 0.9941            | 0.98  | \$1.0123   | 0.1669 | \$1.1792  | <input checked="" type="checkbox"/> |
| GS-1    | 0.9866            | 0.98  | \$1.0037   | 0.1287 | \$1.1324  | <input checked="" type="checkbox"/> |
| S&C-1   | 0.9721            | 1.00  | \$0.9721   | 0.1457 | \$1.1178  | <input checked="" type="checkbox"/> |
| SER-1   | 0.9684            | 0.99  | \$0.9831   | 0.1325 | \$1.1156  | <input checked="" type="checkbox"/> |
| TEX-1   | 0.9916            | 0.99  | \$1.0067   | 0.1232 | \$1.1299  | <input checked="" type="checkbox"/> |
| WHI-1   | 0.9765            | 0.98  | \$0.9939   | 0.1275 | \$1.1214  | <input checked="" type="checkbox"/> |
| WIS-1   | 1.0018            | 0.98  | \$1.0202   | 0.1334 | \$1.1536  | <input checked="" type="checkbox"/> |

FIG. 231



23200

Formula Pricing - BEEF - 77% - 04/06/98

| Formula | Raw Cost | Yield  | FOB Price | Margin | Adjustments | Adj. FOB Price |
|---------|----------|--------|-----------|--------|-------------|----------------|
| AFS-1   | 0.9840   | 0.9850 | 0.9990    | 0.1232 | 0.0000      | 1.1222         |
| DIV-1   | 0.9941   | 0.9820 | 1.0123    | 0.1669 | 0.1500      | 1.3292         |
| GS-1    | 0.9666   | 0.9830 | 1.0037    | 0.1287 | 0.0000      | 1.1324         |
| S&C-1   | 0.9721   | 1.0000 | 0.9721    | 0.1457 | 0.0000      | 1.1178         |
| SER-1   | 0.9684   | 0.9850 | 0.9831    | 0.1325 | 0.0000      | 1.1156         |
| TEX-1   | 0.9916   | 0.9850 | 1.0067    | 0.1232 | 0.0000      | 1.1299         |

| Amount | Adjustment Desc |
|--------|-----------------|
| 0.1500 | Upcharge        |

FIG. 232



FIG. 233

23400



FIG. 234

23500

| Formula Maintenance     |                                    |                                 |            |
|-------------------------|------------------------------------|---------------------------------|------------|
| Formula ID              | Facility                           | Description                     | Short Name |
| 5                       | AMERICAN FOOD SERVICE              | American Food Service Formula A | AFS-1      |
| 7                       | DIVERSITY FOOD PROCESSING - VIRGIN | DIV Formula - 1b                | DIV-1      |
| 8                       | GOOD SERVINGS PRODUCTS - NH        | Good Servings Formula 1         | GS-1       |
| Number of Rows: 14      |                                    |                                 |            |
| Material Type           |                                    | Begin Date                      | Percentage |
| Fresh Domestic 50% Trim |                                    | 10/03/1997                      | 31.2000%   |
| Fresh Domestic 73% Trim |                                    | 10/01/1996                      | 20.0000%   |
| Fresh Domestic 85% Lean |                                    | 10/01/1997                      | 5.0000%    |
| Fresh Domestic 90% Lean |                                    | 10/01/1997                      | 18.8000%   |
| Number of Rows: 6       |                                    |                                 | 100.0000%  |

FIG. 235

| Supply Patronage Sales/Inv Utilities Window Help |                      |
|--|----------------------|
| Supplier...                                      | Least Cost Contract  |
| Supplier Site...                                 |                      |
| Distributor...                                   |                      |
| DC...  |                      |
| Item   |                      |
| Proposal   |                      |
| Least Cost Analysis                              |                      |
| Formula Pricing                                  | Edit / View          |
| Contract...                                      | New (Using Previous) |
| Cost   | Formula Maintenance  |
| Vendor Rating                                    |                      |
| Contact Management                               |                      |
| Logistics & Distribution                         |                      |
| Bakery Coverage                                  |                      |

23600

FIG. 236